

CHEMIST & DRUGGIST

INCORPORATING RETAIL CHEMIST



Make a note... to dispense Weddel Insulins.

— because, we manufacture to exacting standards and are one of the few truly British companies specialising in the application of natural products to medicine.

— because, as a result of widespread hospital use there is increased retail demand.

Many retail pharmacists are already aware of the benefits of our direct and personal service, ... can you afford to be different?



**Weddel
pharmaceuticals
limited**

INSULIN INJECTION Ph.Eur./B.P.
(Soluble)

PROTAMINE ZINC INSULIN
INJECTION Ph.Eur./B.P. (PZI)

ISOPHANE PROTAMINE INSULIN
INJECTION Ph.Eur.

ISOPHANE INSULIN INJECTION B.P. (INPH)

INSULIN ZINC SUSPENSION (MIXED)
Ph.Eur./B.P. (Lente)

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**PPA to tighten
prescription
security**

**PAGB alarm at
EEC directive
on advertising**

**Boots' concern
on NHS profits**

**Pharmaceutical
exports down:
first time in
20 years**

**Advice on VAT
100 procedure**

Chemist only Diocalm leads the way!

BIG SUMMER SALES SPREE

SUMMER time is here again. A grey winter means that people are more anxious than ever to escape to a sunshine holiday abroad. Right now holiday business is coming through your door in a big way. Are you ready for it?

DIOCALM, YOUR CERTAIN PROFIT MAKER

Widely trusted, comes in a handy tablet form, easy to pack, that's Diocalm. As much a part of your customers holiday shopping list as soap and toothpaste, Diocalm's such an effective remedy for tummy bugs, holiday tummy and diarrhoea. And it's so safe for all the family. You know yourself that you can recommend it with confidence for self-medication.

TAKE ADVANTAGE OF DIOCALM'S DOUBLE ADVANTAGE

Advantage No. 1 Diocalm is the only nationally advertised anti-diarrhoeal. With high frequency large space advertisements running right through this summer selling period. Backed up by continued press support throughout the remainder of the year.

Advantage No. 2 Diocalm is a chemist only brand. Your proven sales winner that generates lots of extra traffic through your door.

NEW CHEMIST ONLY COUNTER DISPENSER PUTS THE SPOTLIGHT ON THREE OF THE BEST



A REAL EYE CATCHER

- * Germolene Footspray '25% Extra' packs.
- * All Fresh Clean Up Squares.
- * Diocalm.

* Free Holidaymakers' Guide containing many helpful hints such as what to do and get before you go on holiday. Helping to cope with the journey. Taking care of yourselves abroad. A booklet every holiday customer will be grateful to you for.

SALESEXTRA

Over a million Beechams Pills are sold every year. Check out these solid profit makers now.

Germolene's the family first-aid ointment, especially in summertime!

ENO's highly successful 'ish' campaign is running now. Don't miss out on sparkling ENO sales through low stocks.

HOT FOOTING IT TO YOUR DOOR

Weary feet are hot footing to your door. Take full advantage with Germolene Footspray '25% Extra' packs. Make sure you're not caught out of step by being out of stock of the medicated footspray.

Freshen up your sales with All Fresh Clean Up Squares. Beecham are repeating last year's highly successful special packs offer. An added bonus to you from the brand leader in the moist tissue market.

Summer babies demand your attention

Hot sticky sultry nights are no fun for baby. Nor for mum. To help baby through those restless nights mothers will be asking you for Dinnefords Gripe Mixture. Seaside holidays, awaydays, family picnics - All Fresh Baby Bottom Wipes make nappy changing that much easier for mum. No wonder Baby Bottom Wipes are literally wiping up more and more sales.

Make sure you're well stocked up with these two summer 'certs' to meet demand. Remember, mum's the word.

YES. EVEN MORE PEOPLE ARE SETTLING FOR SETTLER'S



Suddenly Settlers has shot up to No. 2 spot in the tough £6m chemist indigestion remedies market. Going 'all TV' has paid big dividends. Now Beecham's new 'Everywhere people are changing to Settlers' TV commercials are being supported by Settlers biggest ever television budget nationwide, to bring you express turnover. Why settle for less!

CHEMIST & DRUGGIST

COMMENT

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Gone mad?

If it works, change it; if it has rough edges, cut out the centre. Philosophies such as these seem to be at the forefront of the bureaucratic mind, if the experience of the British pharmaceutical industry is anything to go by. Usually the industry bangs its head against Whitehall and Brussels foolishness in secret, trying to nail down the flights of fancy of the legislation drafters before they can crystallise into webs which would stifle invention and investment. But recently circumstances, or rather frustration, have forced the negotiations into the open—first over the question of medicines advertising control under the Medicines Act, and now (p1023) in relation to a Common Market draft Directive on the same topic.

We do not need to go into the detail here, since the Proprietary Association of Great Britain, representing over-the-counter medicine manufacturers, makes its points very clearly. But if proof were required that something is drastically wrong with the draft Directive it can be found in article 14 which sets up a "Committee on the Adoption to Technical Progress of Directives Relating to the Advertising of Proprietary Medicinal Products." Pharmacists will be relieved to learn that CATPDRAMP (as it will be known to its friends) may be "hereinafter called 'the Committee!'" Such familiarity could well breed contempt, it might be thought!

Fortunately, it appears that Health Ministers recognise the failings of the EEC documents and Sir George Young, Parliamentary Under-secretary, promised last week that while taking a co-operative line in Europe, the Government would ensure that "the best of UK practices are not heedlessly abandoned" (p1001). We hope such resolution will remain firm, because thoughts too easily turn to the common agricultural policy and give-and-take diplomacy. (An example of that other apparent bureaucratic maxim—if it doesn't work, defend it?) The UK pharmaceutical industry has been a world leader in voluntary controls: the advantages of that system and the experience built up over six decades, must not be squandered.

Margin for error

Watch your margins! That, we believe, is the advice C&D must give to retail pharmacists as our postbag swells with 15 per cent VAT copy for the Price Service. The trouble is that manufacturers and suppliers have adopted a variety of approaches to the rate change, some helpful to the retailer, some helpful to the consumer—some self-interested.

There are examples of pre-priced products which will have trade prices reduced to absorb the extra VAT until current stocks are sold through, and others in which recommended prices have been maintained, again with adjustment of trade price. Both may be considered "helpful"—except that most retailers will by now have adjusted their prices! But sometimes there are price increases; reasonable when declared, a retailer's nightmare when merely "slipped in."

Depending upon the Post Office, we expect the C&D July Price List to be "on schedule" and, as already announced, it will include computer-calculated retail prices, based on pre-Budget levels, but incorporating the new VAT rate. Adjustments, up or down, are being notified through the Supplements as they are received—starting this week.

PPA to strengthen its security

The Prescription Pricing Authority has examined its security systems and is to strengthen them after consultation with the Pharmaceutical Services Negotiating Committee, according to a statement issued this week. The checks followed prescription underpayments to some London contractors.

The statement says that because of the improper behaviour of one member of staff who was employed on pricing work, the security system, which usually operates in a satisfactory way and ensures a high standard of accuracy and integrity, was breached. The internal verification systems and the individual chemist contractors failed to pick up immediately the underpayment which ensued.

All the work dealt with by the employee has been fully checked and all the 44 underpaid accounts have been corrected. The accounts were in Kent, Sussex, Lambeth, Bromley and Greenwich, and the contractors have been notified and steps taken to right the errors. The employee was dismissed immediately, PPA says.

In addition to security systems, internal checking and audit procedure are also being examined and will be strengthened if necessary.

Independent checks by PSNC and special checks requested by individual contractors will continue. Particular attention will be given to discrepancies between the number of forms and prescriptions certified and the numbers declared by contractors.

The statement adds that PPA deals with some 10,000 accounts per month with some 26 million prescriptions (£64m) and that checking shows a consistent accuracy in excess of 99 per cent. The authority employs 1,400 staff on pricing processing and their work is monitored and checked so that errors and omissions are corrected. "The authority, like other employers, is unable to devise a security system which would guarantee 100 per cent against the dishonest behaviour and a breach of operating instruction by one individual employee which produced this isolated batch of incorrect payments."

PPA concludes with the hope that the occurrence would not undermine the excellent relationship and the confidence which have existed between the authority and chemists and that contractors will accept assurance that the high degree of accuracy obtained will continue.

because they provide greater flexibility in dealing with the many and varied circumstances to be found in advertising. Unfortunately we must recognise that voluntary codes have their limitations. Not everyone can or may agree to subscribe to them and it may not always be possible to apply meaningful or effective sanctions in such circumstances.

"I should say a few words on harmonisation of advertising. It is recognised that both the draft general Directive on Misleading and Unfair Advertising and the proposed Directive on pharmaceutical advertising are of major significance to your industry. The UK are strongly opposed to the introduction of legal measures and the draft general Directive on advertising has been roundly criticised by the scrutiny committees, both Houses of Parliament and the UK negotiators in Brussels. The Government will take a responsible and co-operative line in European matters although we shall at the same time be careful in ensuring that the best of UK practices are not heedlessly abandoned."

Strict liability

Sir George then referred to the legislation concerning strict liability. "There is no need for me to dwell on the events which led to the formation of a strong body of opinion in favour of the introduction of some system of compensation for people injured by defective products but whose claims could not succeed under existing law. It is absolutely essential that our negotiators in Brussels, Strasbourg or Luxembourg should be armed with a complete understanding of the implications of strict product liability for all sectional and general public interests."

The Department of Health's role as sponsor of the pharmaceutical industry was referred to finally by Sir George. He said that government had often been accused of interfering too much in the affairs of industry. And it was one of the aims of a Conservative Government to eliminate that as much as possible, and to set industry free to make itself successful.

Praise for PAGB code of practice

Tribute was paid last week to the Code of Standards of Advertising Practice, operated by the Proprietary Association of Great Britain, by Sir George Young, Under-secretary for Health.

Speaking at the annual dinner of the Association he said that although the Government had been in office only a few weeks it was aware of the importance of the Association. "We are keen to see that no unnecessary burdens jeopardise your success. We have already announced the abolition of the Price Commission. The strengthened powers which will be given to the Director General of Fair Trading to look into areas of limited competition reflect the Government's policy that it is competition, rather than direct price control, which present the best opportunity for economic and industrial growth.

Commenting on the proprietary medicine sector's contribution to the NHS, he said that doctors and patients must become more aware of the real cost to the community of the time and effort which was given to treatment under the NHS and all become more alert than at present to the proper place of drugs in treatment, particularly their true value and limitation. He continued "There is a great deal that the individual member of the community can do to promote, protect and preserve his own personal health. The general public seems to be

aware of this, as witness the considerable interest still being taken in the Health Education Council's campaign to promote better personal health. This is most important as is good 'preventive medicine'.

"Also, when people find they are suffering from some minor complaint, I am quite sure the first thing to do is for them to seek a suitable medicine for themselves from their local chemist's shop rather than immediately contact their GP. By taking this line of action, they will be able to free their doctor so that he can devote more of his valuable time to those people who really need his attention. What is beyond question is that it is important from many points of view that we should promote a commonsense self-reliance in the management and avoidance of minor conditions."

Advertising

Turning to advertising Sir George said that in any society certain codes of conduct, rules and guidelines were necessary in order to provide orderliness and respect in the conduct of business. In these matters he said the Association set an example in relation to advertising which was greatly to be admired, based as it was upon a Code of Practice in operation since 1936.

"Codes of Practice are in our view much to be preferred to regulations



Mr J. A. Boylar, MPSNI (left) winner of the McMullan Cup Competition being presented with his prizes by Mr J. D. Pollock, MPSNI, chairman of Thomas McMullan & Co Ltd. Members of the Ulster Chemists' Golfing Association celebrated the 50th anniversary of the competition, which was held recently at Bangor.

Dead heat in PSNC election

A tie in the Pharmaceutical Services Negotiating Committee election in region 5 (NW Thames) will result in a second ballot between the two leading candidates, Mr S. Blum and Mr J. Kirby. Voting papers and candidates' addresses will be issued not later than June 29 and should be returned by noon, July 16.

The closing date for region 12 (West Midlands) is to be extended until seven days after the release of post from Birmingham. PSNC agreed the action by a two thirds majority because of the postal delays in the area.

The results in other regions were as follows:—*Region 2 Yorkshire* (return 43.10 per cent): L. Calvert 87; I. Libbish 82; J. A. Connor 59; invalid 1. *Region 3 Trent* (return 42.94 per cent): R. M. Onley 145; F. J. Hind 87; E. H. Dickinson 68; invalid 1. *Region 5 N W Thames* (return 20.8 per cent): S. Blum and J. Kirby 52; I. Robertson 23; I. Deutsch 21; invalid 2. *Region 7 S E Thames* (return 33.2 per cent): E. G. Smith 132; G. C. Lowson 72. *Region 8 S W Thames*: D. W. Higgins unopposed. *Region 10 Oxford* (return 32.6 per cent): P. B. Dean 53; C. J. Nicholson 19; Mrs E. Lucas-Smith 13. *Region 11 South Western* (return 36 per cent): S. R. Thomas 113; A. O. Bond 67. *Region 13 Mersey* (return 22.2 per cent): D. M. Billington 43; R. Clitherow 35; J. Williams 33.

Because of the decision to increase the company chemists' representations on PSNC from two to four, the new members will be Mr W. P. Mallinson of Westons Chemists UK Ltd and Mr N. R. Wakeford of Booker Pharmaceuticals.

Pharmaceutical exports down

For the first time in about 20 years pharmaceutical exports have showed a drop. In the first three months of 1979 exports of £147.8m were 5.2 per cent down compared with the corresponding period in 1978. The value of imports rose by 18 per cent to £53.7m leaving the pharmaceutical trade surplus at £94.1m—a decrease of 15 per cent.

A spokesman for the Association of the British Pharmaceutical Industry said, "Although the decrease in exports is disappointing in view of the sustained record of increases in recent years the performance in some ways is better than anticipated. Exports were expected to be badly hit by the lorry drivers' dispute at the beginning of the year, also the political situation in Iran and severe delays caused by preshipment inspection of exports to Nigeria".



Another lucky winner in the draw, which took place during Numark's recent convention in Amsterdam was Mr G. M. Bailey of G. M. Bailey Ltd, 96 Market Street, Hednesford, Cannock, Staffs, who won joint second prize, a music centre donated by Beechams. He is pictured (right) being presented with his prize by Dorling's sales manager, Mr Eddie Masters

Pharmacists can help teenagers

Pharmacists could be a helpful source of advice to teenagers on condoms and family planning. A booklet, produced by the Brook Advisory Centres "Teenage birth control—The case for the condom", points out that pharmacists are well used to being consulted on all kinds of problems and teenagers could ask for advice in an informal way rather than making an appointment with their doctor.

However chemists, apart from Boots, are, according to the booklet reluctant to take advantage of their greater freedom, granted in 1970 by the Pharmaceutical Society, to display contraceptive aids. More attractive packaging with adventurous advertising of condoms could increase their use and acceptability. Condom packets in Japan look like attractive boxes of chocolates, decorated tea canisters or tins of biscuits and are an "up-market" product.

The booklet advocates the greater use of vending machines placed in shops patronised by young people and for 24-hour availability outside suitable shops such as pharmacies. Multiple stores, other than pharmacies, should sell condoms, preferably self-service and those already producing "own brand" goods should add condoms to their range.

Ten pharmacies go

Figures for May show a decrease in the number of pharmacies for the fifth consecutive month. There was a net loss of 10 pharmacies from the Pharmaceutical Society's Register of Premises. In England 16 opened up, three of which were in London and 26 closed down, four being in London. In Scotland three open-

ed up and four closed down and in Wales two opened up and one closed down.

The net reduction in the number of pharmacies in each NHS region between January 1, 1975, and December 31, 1978, was: Northern 49, Yorkshire 51, Trent 39, East Anglian 11, N.W. Thames 10, N.E. Thames 26, S.E. Thames 45, S.W. Thames 21, Wessex 41, Oxford 2, South Western 66, West Midlands 38, Mersey 77, North Western 102. (Total 578).

MDA changes?

Cannabis should be redesignated a class C drug under the Misuse of Drugs Act 1971. This class carries lower penalties than class B in which cannabis is at present. The Advisory Council on the Misuse of Drugs has recommended this change in its Report on a Review of the Classification of Controlled Drugs and of Penalties under Schedule 2 and 4 of the Misuse of Drugs Act 1971 (Home Office, £1.75). The Council unanimously decided that the use of cannabis should not be legalised or decriminalised.

Other recommendations in the report include moving methaqualone up from class C to class B. Also in a magistrates court the option of six months' imprisonment for possession of a class C drug would be removed under the recommendations leaving only a fine of £200. However in a Crown Court, a prison sentence of two years or a fine or both would remain. For unlawful trafficking of class C drugs, on summary conviction, the sentence would be reduced from six to three months and the fine increased to £500. In a Crown Court the sentence is increased from five to seven years. For classes A and B, all fines are increased and prison sentences reduced or kept the same.

Implement repeat script scheme now, says PSNC

The Pharmaceutical Services Negotiating Committee is calling for implementation of a national NHS repeat prescription system. At this month's meeting the Committee resolved to inform the Department of Health that a pilot scheme, previously considered, would lead to delay and was unnecessary.

The decision was taken after discussion of a meeting between the British Medical Association, Department of Health and PSNC, at which the draft guidelines on repeat prescriptions previously agreed had been reconsidered.

A suggestion had been made that the repeat prescription form should be used for ordering a total of three month's supply of medicines and that any limitation should be in terms of time of treatment rather than quantity of treatment. Consideration had also been given to whether a pilot scheme should be run in the first instance.

Pre registration graduates: The Committee is to press for grants payable in respect of all pharmacy graduates whether training had been in a UK school of pharmacy or not. The Committee considered letters from the Department and the Pharmaceutical Society relating to payments to contractors in respect of pre-registration graduates in general practice pharmacy, bearing in mind the small number of graduates from overseas universities that seek pre-registration training places within England and Wales.

It was agreed that, as the payment was made to the pharmacist contractor and that the total amount payable was reviewed annually, the Committee should press the Department to agree to an amendment being made to Part XIII of the Drug Tariff to provide that the grant be payable in respect of all graduates or under-graduates on sandwich courses. The Committee confirmed its decision that any payments should be limited to a total of £525,000.

Dispensing in rural areas: PSNC is to join the Pharmaceutical Society in an approach to the Department seeking information of the changes of classification from prescribing patient to dispensing patient and vice versa by means of a monthly list.

Drug Tariff: Further consideration is to be given at the next meeting to amendments that might be made to the Drug Tariff to simplify the pricing arrangements for standard drugs in Part VA.

Rational location: The Committee agreed to join with the Pharmaceutical Society in an immediate approach to the new Minister for Health to discuss the joint submission on rational location.

Section 66—Medicines Act: A report was received on a meeting between representatives of the Company Chem-

ists' Association, the Co-operative Pharmacy Technical Panel, the National Pharmaceutical Association, the PSGB and the PSNC to consider the proposals put forward by the PSGB Council for draft regulations under Section 66 of the Medicines Act 1968 which deal with the guide to good dispensing practice. The final document would be sent to the PSNC prior to its submission to the Department.

Shortage of glass tablet bottles: The office is to make inquiries of the Glass Manufacturers' Federation about the availability of glass tablet bottles following a report from a Committee member that there was difficulty of supply in his area.

LPC conference: A conference of local pharmaceutical committee representatives is to be held on November 25 commencing at 11 am.

Tariff proposals

The Committee considered a letter from the Department proposing the inclusion of certain sizes of Scanpore surgical tape and two additional sizes of Dermicel surgical tape within the Drug Tariff. The Committee had written to the Department expressing concern that the Department did not see fit to include all sizes of Scanpore and reiterating its request that the Department extend the range of Tubigrip currently contained within Part VI.

The Department had investigated extending the range of Tubigrip and had concluded that three additional widths, 6.9cm (C), 8.9cm (E) and 12cm (G), in lengths of 0.5 and 1 metre should be added to the Tariff which would make the whole range (B-G) for

use on limbs available on prescriptions.

The Committee welcomed the extension of the Tariff to include the additional sizes of Tubigrip and Dermicel and certain sizes of Scanpore and agreed they be accepted. The Committee is to reiterate representations to the Department that the full range of Scanpore be included within the Tariff.

Multiple prescribing: The Department has agreed to send out a further FPN to general medical practitioners reminding them of the provision in their terms of service that they were required to write a separate FP10 for individual patients.

National joint committee: A letter was received from the Department welcoming the profession's acceptance of the proposals of the Clothier Committee as a significant step towards a solution to the long-standing difficulties underlying the arrangements for dispensing in rural areas. The letter indicated that the Secretary of State wished to consult more widely before reaching a decision on the implementation and that the consultative procedure had begun.

PSNC agreed to arrange a meeting with the Department to discuss the implementation of compensation payments by an adjustment of the NHS remuneration of a directly affected doctor or pharmacy owner where it would facilitate a change in dispensing arrangements where the NJC considered desirable.

Scottish scripts

Average cost of prescriptions dispensed by chemists and appliance suppliers in Scotland, in March. (total number 3,075,000).

Ingredient Cost	pence
Oncost	198.7
Dispensing Fee	26.0
Container Allowance	20.3
Other misc costs	2.8
Gross Cost	0.6
Less Charges	248.4
Net Cost	7.8
	240.6

Prescription statistics

England	February 1979	February 1978
Total number of prescriptions	24,925,987	25,837,348
Total cost	£56,416,798	£50,272,784
Total oxygen payments (inc in total cost)	£ 251,894	£ 217,345
Average net ingredient cost	177.04p	151.99p
Average discount	Nil	(2.39p)
Container allowance	3.80p	2.50p
	180.84p	152.10p
Average fee	24.34p	24.37p
Average oncost	20.15p	17.27p
	225.33p	193.74p
Wales		
Total number of prescriptions	1,919,428	1,958,704
Total cost	£4,356,652	£3,853,641
Total oxygen payments (inc in total cost)	£ 32,849	£ 27,423
Average net ingredient cost	177.06p	153.32p
Average discount	Nil	(2.33p)
Container allowance	3.79p	2.50p
	180.85p	153.49p
Average fee	24.28p	24.35p
Average oncost	20.13p	17.50p
	225.26p	195.34p

by Xrayser



Mr Don Sutherland, new president of PAGB (see below)

Dr John Havard is to succeed Dr Elston Grey-Turner as secretary of the British Medical Association. Dr Grey-Turner is to retire at the end of the year. At present Dr Havard is the BMA's principal deputy secretary; he was co-author of a report on alcohol and driving behaviour which led to many European countries adopting the blood alcohol limit of 80mg per 100ml.

Mr D. J. C. Sutherland, chairman and managing director of Miles Laboratories Ltd, was elected president of the Proprietary Association of Great Britain at its annual meeting recently. Mr Sutherland has been a member of the PAGB executive committee since 1967 and a vice-president of the Association since 1977. **Dr J. B. Spooner**, medical director of Sterling-Winthrop Group, has been elected vice-president of the Association having been a member of its executive committee since 1972.

Mr and Mrs Robert V. Atkins celebrated their golden wedding anniversary on June 26. Mr Atkins was commissioned in the Durham Light Infantry while serving in France in the First World War. After qualifying as a pharmacist he spent two years working in a pharmacy on the Riviera and returning to England opened his own pharmacy at Elswick Station, Newcastle-on-Tyne. He came to carry on the family business in Ruby Street, Byker, after his pharmacist father's death in 1930, continuing there until his semi-retirement in 1978. At the age of 81 years Mr Atkins is admired and respected by all and still shows a keen interest in pharmacy and the business, which is carried on by his son Mr Brian V. Atkins.

Deaths

Watson: On June 19, Mr Peter Watson, MPS, 6 Wemyss Crescent, Troon, Ayrshire. Mr Watson qualified in 1928.

Stupidity

I suppose it is common for teenagers to pick up a particular word and give it a whole range of meanings, often inappropriate, frequently incorrect. My son, for example, uses the word "stupid" to describe his motor-bike when it won't start, a book he couldn't understand, our television because it has a faulty speaker and, just occasionally, someone slow of intellect. Because of its exactness of definition it is not a word I use often, and then normally with a degree of sympathy proper to the discussion of, say, the mentally handicapped. However, I have just received my copy of FPN 224 HN (79) 75 National Health Service . . . Increased prescription charges.

I had a phone call from another pharmacist on Saturday morning just after the announcement of the increased charges, asking if we were to charge the new 45p fee right away? I was surprised at the question, for although we had been told of the increase, it never crossed my mind that it could be immediate. But since on a Saturday we had no way of checking (C&D having been delayed by the Post Office strike), We assumed that the 20p charge would remain until we had an official written notification from the FPC telling us exactly what the arrangements were to be. Yet many of my customers with scripts were already tendering 40-50p per item, giving on the whole the impression that they were not too unhappy at being asked to pay more towards the cost of their treatments. Of course a couple of our chronics proved to be quicker on the uptake than we thought, for they rushed off to get fresh prepayment certificates for a whole year for their £3.50, even though one still had three months to go on his old one!

But to our minds the most obvious reason against an immediate increase was the difficulty which would be incurred in marking and sorting of prescriptions, to show how much had been collected, and the consequent confusion at the pricing bureaux. Plainly it would be difficult to administer accurately a mid-month change of fee. When you consider how easy it is to administer any change when it takes place at the beginning of a new period, the obvious time would be the beginning of July. Naturally. But what does the notice tell us? Fee charge increases will begin on July 16. Since such a date can only have come out of the top of someone's head, why not the tenth, or the sixth? Or half past two pm on July 20? There is only one word to describe such idiotic ineptness . . . "stupid"

I imagine the PSNC, NPA, and everyone else involved will have complained—probably, for all we know, the pricing bureaux themselves. But it makes me hopping mad to be on the receiving end of such stroke-of-the-pen thoughtlessness, which means more unnecessary work for all of us (three lots of bundles to be sorted) and probably a fair amount of wrangling, for who is to say when a script marked July 12 was actually dispensed?

Million-and-a-half cut?

We might have guessed. The DHSS reckons that all those 45p charges rolling in will actually improve our cash flow! Can't have that. "What a joke, chaps, now we can squeeze a few more chemists out of business . . . With all that extra money in hand they won't have to keep so much of their own (borrowed) money in stock, and will work with a smaller profit therefore . . . Not like the doctors. Eh?"

I must be a bit thick for I can't see the logic of it. I grant you that I have tried, and tried hard, to reduce my stock-holding, but I have had to increase it, and its money value to limit the number of scripts I cannot complete. It is a fact that any dispensary has to have a certain basic level of stock, so that anyone dispensing less than 2,000 scripts a month has to hold almost the same range and value of stock as those doing twice that number. We've got a rotten contract. How I wish that beautiful panel, our only hope, short of militant action, would report very soon. . . .

UniChem SUMMER MADNESS PROMOTION

Diocalm
15% Off



Colgate Dental Cream 34% Off



Andrews Salts 4oz
14% Off



Why not become part owner of your own
wholesale organisation?
Write off now....

To: UniChem, Crown House, Morden, Surrey, SM4 5EF.

I am an Independent Retail Pharmacist and would welcome more information about UniChem.

Name _____

Address _____

Date _____

CD 6/79



Savlon Antiseptic Cream 15% Off

**Band-Aid Washproof
20% Off**



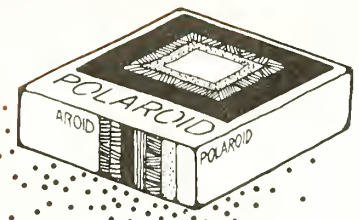
**Lil-lets 20's
22½% Off**



Kwells 25% Off

**Bic Razor
25% Off**

**Polaroid Film 88P2
5% Off**



**vea Lotion
% Off**

**vea Cream
% Off**



LRC PRODUCTS LIMITED

New Retail Prices including 15% VAT effective from 18th June, 1979.

Product Description	Retail Price Per Unit Inc. VAT £ p.	Product Description	Retail Price Per Unit Inc. VAT £ p.	Product Description	Retail Price Per Unit Inc. VAT £ p.
Woodward's Gripe Water	*42½	Flintstones T/Paste	48	Beechwood X Display Pack	£22.93½
Woodward's Baby Cream 100g	47	Flintstones Foam Bath	68	Beechwood Maxi Brush	£1.44½
Woodward's Baby Cream 265g	80	Flintstones Talc	68	Beechwood Economy Paint Brush 1"	35
Woodward's Teething Balm	*44½	Flintstones Soap	56½	Beechwood Economy Paint Brush 1½"	44½
Woodward's Diarrhoea Mixture	*43½	Flintstones Toothbrush	40½	Beechwood Economy Paint Brush 2"	57½
				Beechwood Economy Paint Brush 3"	92½
Buttercup S	*46	Eucryl Smokers Original 75g	37½	Halex Brush - Springclean Clothes	70½
Buttercup M	*67	Eucryl Smokers Fresh Flavour 75g	37½	Halex Brush - Kingclean Clothes	80
Buttercup L	*77½	Fucryl Regular Strong Mint 75g	37½	Halex Brush - Suede (Brass)	33
Buttercup Baby	*41½	Eucryl Regular Mild Mint 75g	40	Halex Brush - Suede (Brass NL)	33
Buttercup Sweets	29	Smokers Denture Cleaner 6oz	32½	Halex Brush - Suede (Nylon)	33
Galloways S Original/Honey & Lemon	*46	Eucryl Denture Powder 6oz	40½	Marigold Houseglove - Fleur	49
Galloways M Original/Honey & Lemon	*67	Eucryl Smokers Toothbrush	40	- Chic	48
Galloways L Original	*90½	Dentiline	60½	- Lightweight	42
Galloways Bronchial Expect	*67	Coolway	97½	- Suregrip	63
Galloways Junior	*41½	Waxaway	56	- Husky	68
Galloways Sweets	29	Waxaway Refill	41½	- Hairdresser	41½
Liquifruta S	*52	Buto 25g	68	Marigold Garden Glove - Leather/Cotton	£1.35
Liquifruta L	*90½	Buto 50g	34½	Marigold Garden Glove - Leather	£2.50
Liquifruta Lemon Pastilles	*51	Glymiel Jelly Large	47	Marigold Hot Water Bottles - Plain	£1.81
Ralgex Spray	*84	Glymiel Jelly Economy	£1.13½*	Marigold Hot Water Bottles - Ribbed	£2.06½
Ralgex Stick	*52	Novara Oil of Youth 85g	26½	Marigold Hot Water Bottles - Covered	£2.92
Ralgex Balm	*44½	Flush	38½	Marigold All Purpose Cloth	80
Ralgex Embrocation	*48	Mothaks	53	Parador Disinfectant	39½
EP Tablets	*59½†	Keatings	27½	Fresh'n Clean	40
Goddards 100ml	*47	Halex T B - Nylon	27½	Tuxan Shoe Polish - Renovating	38½
Goddards 200ml	*71½	- Longhead	27½	- Leather Dye	39½
Sweetbreaths	31	- Shorthead	41½	- Suede Dye	39½
Wright's Vaporizer Kits	*£3.14†	Capri	40½	- All Purpose	46
Wright's Vaporizer Fluid	*52†	Twin	47	- Leather Expander	43½
Wright's Vaporizer Night Lights	*73½†	- Orocare	47	- Wet Shield	40½
Wright's Vaporizer Blocks	*49†	Angle Denture brush	39½	- Transparent	38½
Halex Medical Sundries		Smokers	23½	Durex Nu form Extra Safe sheath (3)	38½
Bed Bottle/Natural	99	Noddy (Child)	35	Durex Nu form Extra Safe sheath (12)	£1.54
Bed Bottle/White	£1.05½	Junior Twin (Child)	39½	Durex Nu form sheath (3)	36
Adult Chamber Ivory	57½	- Longhead	39½	Durex Nu form sheath (12)	£1.44
Commode Pan/White	£2.13½	- Shorthead	32	Durex Unison sheath (3)	38½
Bed Pan/White	£5.32½	Interspace	25½	Durex Fetherlite sheath (3)	36
Wright's C T Soap/Original Toilet	17	Noddy (Child)	47	Durex Fetherlite sheath (12)	£1.44
Wright's C T Soap/Original Bath	27½	Dabitofl Bottle	59½	Durex Fiesta sheath (6)	72
Wright's C T Soap/Original/Giant	36	Dabitofl Spray	46	Durex Black Shadow sheath (3)	36
Wright's C T Soap/Springfresh Toilet	17	Beaucaire Bottle	£7.07	Durex Gossamer sheath - teat (3)	33
Wright's C T Soap/Springfresh Bath	27½	Beaucaire Gallon	37½	Durex Gossamer sheath - plain (3)	33
Wright's C T Soap/Springfresh Giant	36	Gumption Paste	38	Durex Gossamer sheath - teat (12)	£1.32
Wright's Sandalwood Soap Bath	25½	Gumption Bath Cream Standard	62	Durex Non Lubricated sheath (3)	26½
Wright's Clens Pumice Soap Toilet	22½	Gumption Bath Cream Economy	38	Durex Allergy sheath (3)	26½
Wright's Cond Shampoos 125cc	50	Gumption Kitchen Cream Standard	62	Atlas sheath (12)	£1.15
Coal Tar Herb Lemon Mild	91½	Gumption Kitchen Cream Economy	44½	Transyl Non Lubricated sheath (12)	85
Wright's Cond Shampoo 250cc	32	Aquasan Complete	35	Fourax Skins (3)	£3.19½
Wright's Lakaway 70ml	£1.32	Aquasan Refill	96	Duraqel Spermicidal Jelly	*£1.08½
Warpaint (Pack 3 tubes)	44	Beechwood Midi Brush	£1.33	Duracreme Spermicidal Cream	*£1.08½
Warpaint (Single tubes)	40	Beechwood Handybrush Set	20	Durex Lubricating Jelly	73½
Camberwick Green T Paste	52	Beechwood All Round Brush	£16.07	Guard Sock - Medium	£1.33
Camberwick Green Foam Bath	52	Beechwood Homecraft Display		- Large	£1.33
Camberwick Green Soap				Channel Block Sanitas	16½
				Pynos Disinfectant 1 gal	£1.46

Price Maintenance - fixed prices for products marked * - Chemist only - all prices marked †.
All Trade Terms ex VAT remain unchanged. All products listed are Trade Marks.

LRC PRODUCTS LTD.

STOCKWELL GREEN, LONDON SW9 9JJ. TEL: 01-733 7911. ORDERS: 01-274 2076.

1006 Chemist & Druggist

30 June 1979

COUNTERPOINTS

Biactol expected to expand boys anti-acne market

Richardson-Merrell expect to expand the acne-related cleansing market with the national launch of Biactol aimed primarily at teenage males. The face wash (42ml, £0.63; 150ml, £1.33) has been on test in the Midlands television area since October 1978 (*C&D* March 31, p414).

Containing 2.6 per cent sodium lauryl ether sulphate and 2 per cent propylene phenoxetol the product has a pH of 6. It is intended to be used morning and night instead of soap.

The company tested Biactol on a chemist-only basis in the Midlands achieving a 40 per cent distribution rising to 70 per cent as the promotion took effect. However, the distribution pattern was complicated by delivery problems during the lorry drivers' strike. Nationally, the product will be offered to other outlets although Richardson-Merrell expect 80 per cent of distribution to be through chemists. Biactol is classified a General Sale List product.

A £500,000 national television advertising campaign commences in September, supported by point-of-sale material. Richardson-Merrell say the product became brand leader, with 31 per cent sterling and 25 per cent unit shares, within five months of test launch. The total market is estimated at 7 million units (£4.8m) for 1978-79 with potential



of 7.5m units (£6m) for 1979-80. The market now has 25 per cent male usage but the company expects 40 per cent for Biactol because the product is convenient to use (a face wash not an after wash treatment) and it is a serious medication reflected in packaging and advertising (no cosmetic overtones). Richardson-Merrell say the product has achieved success in Sweden, Germany, and Italy. Richardson-Merrell Ltd, 20 Queensmere, Slough, Berks SL1 1YX.

Spray Dry added to just for Nails

Spray Dry, a new aerosol spray which is said to dry nail polish in 60 seconds, is being launched in July by Fulford Williams (International) in its Just For Nails range by Cutipen. It is the sixth product in the range, which is said to have secured a firm share of the nail care market since it was launched a year ago.

The new launch will be backed by a major advertising campaign using full-colour advertising in mass circulation women's magazines. It is believed that the advertisements will reach 80 per cent of the target audience who will have the opportunity to see it at least six times.

Ian Campbell, Fulford Williams' UK managing director, says: "The launch of Spray Dry underlines the success of the Just For Nails range. It has made its own market at the same time as revitalising the sales of Cutipen. That was a tried and trusted product but we knew there was a lot more market opportunity there if we approached it the right way. I believe we did so." He added: "Spray Dry is more of a luxury

product than the other items in the range. It will appeal to sophisticated women, who don't have the time or inclination to wait until their nails dry."

Spray Dry (£0.89) contains lanolin and conditions the cuticles as well as leaving a high gloss finish. It is also said to prevent smudging. Special display outers are available. Fulford Williams (International) Ltd, Cornwall Road, Hatch End, Pinner, Middlesex.

Milupa available in Northern Ireland

The Milupa range of baby foods is to be launched in Northern Ireland on July 2. Distribution will be through Agency Distributors (Barclays). Ethichem House, Shore Road, Newtownabbey, co Antrim.

A special holiday pack (£0.99) of infant foods is now available. The pack includes 6 x 40 g cartons plus a free feeding bowl, spoon and leaflet. The offer is on limited distribution during the holiday season. A case of 24 costs £17.82 trade. Milupa Ltd, Milupa House, Lyons Estate, High Road, Cowley Peachey, Uxbridge, Middlesex UB8 2JA.

New Bristows for damaged hair

Beecham Toiletries are introducing a new kind of shampoo for permed and damaged hair into their Bristows range. The company believes that this new Bristows variant—said to be the first of its kind—will meet a new demand in UK hair-care.

Until a couple of years ago, the practice of perming was mainly confined to older women. But since then, hair fashion trends have been attracting a whole new army to this ritual. Today as many as 40 per cent of UK women are perming their hair regularly. As a result the hair problems associated with regular perming have become a major concern. Beecham Toiletries have developed a new type of conditioner for the shampoo.

An advertising campaign in women's magazines from August concentrates exclusively on the "new Bristows shampoo for permed and damaged hair". This will be backed instore by a consumer offer involving a Braun RS65 hairstyler at the special price of £7.95. Beecham Toiletries, Beecham House, Great West Road, Brentford, Middlesex.

Dequadin move

The marketing and distribution of Dequadin throat lozenges are being transferred to Farley Health Products from Allen & Hanbury's Ltd, with effect from July 2. There will be no immediate changes to the prices or the sizes of the Dequadin packs. Farley Health Products Ltd, Torr Lane, Plymouth, Devon PL3 5UA.

Babysafe repacked

As part of its continuous programme to up-date and promote its range, Kirby Pharmaceuticals have repackaged the Babysafe feeding bottle sterilising tablets.

The design of the new packs, which contain 36 (£0.66) or 70 (£1.17) tablets, is upright for easier display and greater impact on-shelf. In blue, with a full-colour photograph of a baby, it replaces the former white pack which showed a black and white picture of a mother and baby. Kirby Pharmaceuticals Ltd, Mildenhall Bury St Edmunds, Suffolk IP28 7AX.

Chloe bath

Chloe poudre de bain moussante (£10.25) and Chloe creme parfume pour le corps (£10.75) have been introduced to Karl Lagerfeld's Chloe fragrance line. Parfums Lagerfeld Ltd, 76 Grosvenor Street, London W1A 2AE.

Prescription specialties on p1019

Chemist & Druggist 1007

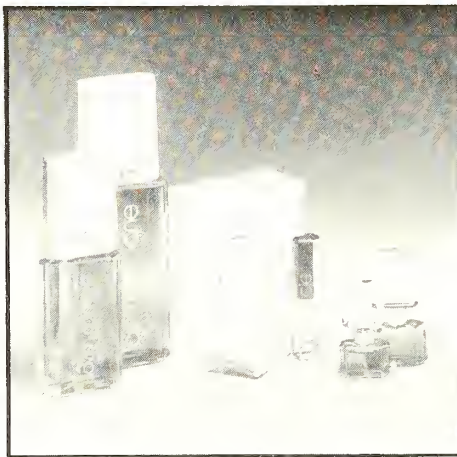
COUNTERPOINTS

Cie on test market in London TV area

Cie, the newest addition to the women's fragrance market, will make its test market debut in September 1979 in the London television area. Cie is the second product to be developed by the Contemporary Fragrance Group, a division of Shulton (GB) Ltd. The first was Mandate, the men's fragrance line launched by Sacha Distel.

The Cie fragrance, already said to be a proven winner in the USA and Australia, will be available at major department stores and selected chemists in the London television area from September. The advertising and promotional campaign for Cie in the test area is described as "the heaviest ever seen for a new women's fragrance." Advertising alone will be at a national equivalent of £570,000 for the Christmas season, and sample sachets of the fragrance will be distributed door-to-door to three quarters of a million homes.

The 1979 campaign's promotional and visual focal point is actress Candice Bergen, said to be literally the "product personification" of Cie, who has been involved in the inception and creative development of this new fragrance. Miss Bergen will be seen in television commercials to be screened in the London area starting in October, and she is also featured on a range of display material.



The Cie fragrance is described as an unusual blend of sparkling florals accented with notes of crisp greens, woods and warm spices. It has a bright "top note" impact created by notes of rose, jasmine and ylang-ylang, enhanced by patchouli, vetiver and sandalwood. The packaging is equally individual. Sleek, multifaceted glass bottles with statuesque ivory-like caps and ivory embossed cartons serve as the background for the simple, gold Cie logo. The range of products covers concentrated cologne, purse perfume atomiser, body powder, and perfume (£2.98-£13.31). *Shulton (Great Britain) Ltd, Trevor House, 100 Brompton Road, London SW3.*

Faster mix Lactol

Stocks of Sherley's new fast-mix Lactol are now available. This reformulated product has been improved to give quicker mixing than the original Lactol, brand leader in the milk-replacement market. The company apologises for the delays in deliveries. These were due to unavoidable production problems resulting from industrial disputes which held up the supply of new packaging materials earlier in the year. Plentiful supplies of the product are now available in all four sizes (215g £0.98p, 454g £1.86p, 1 kilo £3.73p, 2 kilos £6.87p). *Ashe Laboratories Ltd, Ashtree Works, Kingston Road, Leatherhead, Surrey.*

Savings on NPA products

For the month of July, ICML are offering the consumer good savings on the following NPA products: 5p off Nusoft feeders and 5½p off teats, 7p off Nusoft baby lotion, Nusoft baby cream, Nusoft baby oil and Nusoft baby shampoo; 6p off the 110gm Nusoft baby powder and 9p off the 350gm Nusoft baby powder; 1p off a packet of Nusoft 12s hankies and 7p off Nusoft kitchen roll white.

There will also be 7p off Nucross antiseptic, 5p off the nail polish remover, 7p off the cleansing cold cream, 3p and 5p off the 12oz and 17½oz blackcurrant health drink and 2p off the low calorie orange and lemon drinks. Additionally, there will be consumer savings on the range of toothbrushes; 4½p off both the nylon toothbrushes, 7p off the bristle toothbrushes, 4½p off both the nylon junior and bristle junior and 6½p off the denture brush. As usual the company says retailers will be offered good case bonuses on all these products as well as on combs, methylated spirit and counter and prescription bags. *Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts.*

Unichem July offers include holiday buys

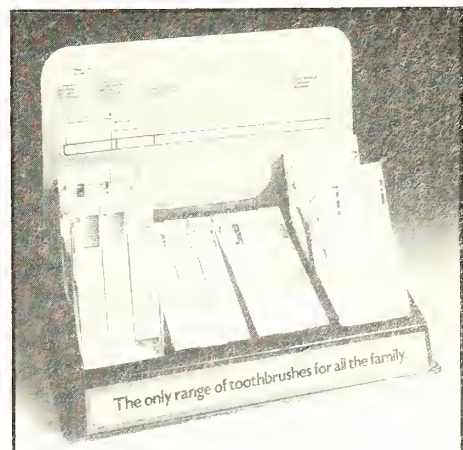
Following the Unichem practice of selecting "bargain buy" lines appropriate to the season, the lines on offer for July include a number which will appeal to the holiday-maker, whether staying at home or going abroad.

The full list, as shown below, contains over 40 lines, and is on offer between July 2-27: Alberto Get Set hairspray;

Alka Seltzer, Alka Mints; Aquaban tablets; Badas gel, soap, talc; Bran Slim; Carefree; Cool Wipes, Baby Wipes (new from Cuticura—p1010); Cuticura talc; Denim shampoo, hair control, after shave, antiperspirant; Dentesive; Dentu-Creme; Dettol, Dettol cream; Dove ladies disposable razor; Efferdent; Elastoplast; Energen crispbread; Eucryl toothpowder; Gillette G11 cartridges; Imperial Leather soap; new Imperial Leather Classic men's range; Interdens Sticks; Kleenex Super 3; KY jelly; Lacto-Calamine; Libresse; Lypsil; Odor-Eaters; Optrex Eye-Dew, Witch Hazel, Clearine; Pears foam bath, Pears Lasting Care, moisturising lotion and cleansing lotion; Pears shampoo; Polycolor, Polytint; Puritabs; Radox Showerfresh; Second Debut; Signal toothpaste; Slimgard; Travelsuds; Vespere press-on towels; Vitapointe; Wella Balsam creme rinse.

Shareholding members of Unichem can take advantage of a fast-moving range of special offers, a number of which are brand-leaders, during July. Eleven of the fifteen lines on offer will be featured in a "summer madness" window bill which the society will be shortly distributing.

The full list, which is on offer from July 11-August 10, is as follows: Alberto VO5 shampoo; Andrews; Band-Aid wash-proof; Bic razor; Brut 33 antiperspirant, deodorant; Clearasil lotion; Colgate Dental Cream; Diocalm; Kwells; Lil-lets; Nivea cream & Nivea blue lotion; Polaroid; Recital hair colour & lightener; Savlon antiseptic cream; Sunsilk hair-spray. *Unichem Ltd, Crown House, Morden.*



A new counter merchandiser for Oral-B tooth brushes is available from Cooper Health Products. Highlighting the slogan "the only range of toothbrushes for all the family" the unit can display the full range. A diagram on the headcard explains why Oral-B brushes are different, and recommended. *Cooper Health Products Ltd, Whitchurch, Bucks.*

COUNTERPOINTS

Cuticura launch two products into moist tissue market

Cuticura Laboratories Ltd are now entering the £2 million moist tissue market with the launch of two new products—Cuticura Cool Wipes and Cuticura Hygienic Baby Wipes (£1.16 each).

Commenting on the launch Cuticura marketing manager, Gordon McQuillan, said: "To date the moist tissue market has remained considerably under-developed, but we are confident that Cuticura's timely entry will stimulate dramatic growth. Two distinct market segments were identified and our products have been designed to meet the specific needs of each." Both products are currently being sold into the chemist and grocery trades for sale from July.

Cuticura are presenting Cool Wipes and Baby Wipes in eye-catching, moisture-tight pop-up dispensers, each delivering 70 moist tissues. Cool Wipes are described as pleasantly fragrant freshen-up tissues for use by the whole family. Baby Wipes, as well as being lightly fragrant are medicated with cetrimide.

Cuticura are supporting the two new products with a heavy-weight national Press advertising campaign, spending £140,000 in the first four months of launch. In addition the initial burst of advertising will carry over four million 10p trial coupons—redeemable against either product. Advertising for both



products will break in July. Full colour insertions including double page spreads will be featured in *Parents*, *Mother*, *Woman's Own*, *Family Circle*, *People's Friend*, *True Romances* and *True Story*. These will be supplemented by insertions during the peak summer period for Cool Wipes in *Radio Times*, *Weekly News*, *Reveille*, *TV Times*, *Sunday People*, *Titbits* and *The Sun*. Introductory trade bonusing together with point-of-sale material are available. Cuticura Laboratories Ltd, Clivemont Road, Cordwallis Trading Estate, Maidenhead, Berks.

Avon attack with Operation Smile

Avon Cosmetics have launched "Operation Smile" to its national field force. Operation Smile is Avon's first co-ordinated marketing event which is spearheaded by a £0.99 Simplicity lipstick at a £0.25 price. The offer lasts for approximately six weeks and starts nationally on July 3. It's supported by a wide range of Avon merchandise for men, women and children—all at attractive prices.

Operation Smile is receiving heavy advertising support and will be appearing on television as well as on all local radio stations, on bus sides and in the Press. Operation Smile is not just a British event, but is happening all over Europe (Germany, France, Italy, Sweden, Belgium and Holland) at the same time. Avon Cosmetics Ltd, Nunn Mills Road, Northampton.

Pure & Simple backed

Liza Goddard who starred in television programmes "Yes honestly" and "The Brothers" is back on television—in a new national commercial campaign for

Pure & Simple. Running until mid-July the campaign is part of the year's television budget totalling £350,000. The new commercial featuring Liza behind the wheel of an Alfa Romeo, and then at the mirror of her dressing table, has as its theme "Even with a job like mine, Pure & Simple is all I need to keep my skin soft."

Says Beecham's skin-care marketing manager Roger Holden: "To have this kind of personality endorsement for Pure & Simple at this stage of the brand's development is of great value because it helps to expand the brand's growing appeal to the younger sector of the market. Pure & Simple—launched two years ago—already has 15 per cent of the general skin-care market, and this share is increasing." Beecham Proprietaries, Beecham House, Great West Road, Brentford, Middlesex.

Cream Silk on TV

This year Cream Silk is to spend £580,000 in women's magazines and on television; this includes a national £280,000 burst in July featuring a new 30 second commercial for the whole range of variants. Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W1A 1DY.

Ralgex in national Press

Ralgex is to be advertised in the national Press for the first time. The campaign will be in addition to the brand's television advertising, scheduled for later in the year.

For three weeks, starting in August, Ralgex will be advertised in the national daily and Sunday Press and according to LRC, 63 per cent of all adults will see the advertisement an average of five times. The campaign is timed to coincide with the start of the winter sports season.

"Recent growth has encouraged us to invest more money in Ralgex this year," says Mike Broadbridge, group product manager. "The 12 months to April this year saw a sterling sales increase of 26 per cent, compared with the previous 12 months. We are predicting even higher growth for the current year."

To ensure the chemist trade has sufficient stock to cope with the anticipated sales increase generated by this year's advertising, LRC's Euceryl salesforce is offering an incentive to buy Ralgex in time for the start of the campaign. A counter display tray will be made available, free, to the trade, designed to encourage impulse purchases. Carrying the headline "Ralgex warms pain away—fast," the tray holds products according to established sales ratios: three embrocations, six sprays, four sticks and three balms. The three balms are included free with the complete tray. LRC Products Ltd, Sanitas House, Stockwell Green, London SW9 9JJ.

Summer promotions from BS & B

Beecham Scott & Bowne are simultaneously promoting three toiletry brands in widely differing key markets—Face Up in skin-care, Countess in hair-care, and Odol in oral-care—all through the summer. Each of these brands will have a trade offer linked to a display unit.

Consumers buying a Face Up kit can select a free Shaders or Toners sachet from the same prepacked display unit. Countess is being offered to the trade at a special price and is featured in a display unit. This unit can be readily adapted either as a free-standing counter unit or as an on-shelf allocator. A display unit will also be made available which holds ten x 45ml Odol bottles plus four x 85ml Odol bottles at a special trade price. Beecham Scott & Bowne's three parallel promotions run until October 5 in chemists and department stores, exclusively. Beecham Proprietaries, Beecham House, Great West Road, Brentford, Middlesex.

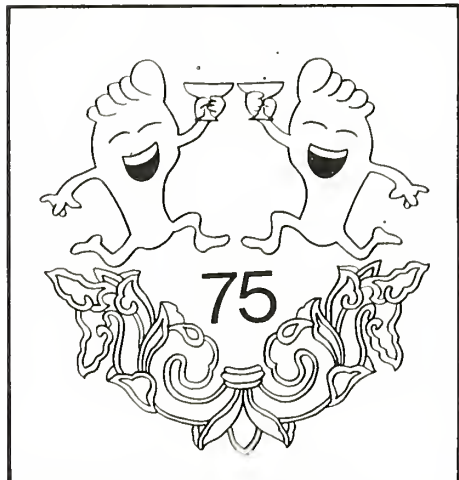
Leading Lady



- Sunsilk Hairspray clear No. 1 in the total hairspray market with a 20% share.
- It's outsold every other hairspray for the last 7 years.
- Sunsilk is the most successful hair care range ever.
- Total range sales worth £21m at RSP in 1978.
- To keep it the No. 1 success story we're spending £1,350,000 on advertising this year.

Elida Gibbs  **The brands that mean business.**

Scholl celebrate 75 years with new national launch



75 years in the footcare market

Scholl are celebrating their 75th anniversary with the national launch of Thermal Insoles (£0.99).

In 1904 Dr William M. Scholl invented and sold his first arch support. Today the company makes over 150 products—some originally invented by Dr Scholl—and his name has become a household word. The yellow product packs with their blue logo have become a familiar sight in some 150,000 retail outlets.

In London the growth of Scholl UK exceeded that of its European counterparts. Within ten years the original factory in Clerkenwell had proved too small, so just after the 1914-18 war the company's operations were moved to a new factory just off the Kings Cross Road. Another ten years of sustained growth posed the same problems of space and in 1930 the company moved once more to its present head office and primary manufacturing location.

Today the company believes that the potential market for their products appears to remain unlimited. They also consider the introduction of Thermal Insoles to be "one of the most signifi-

cant product entries for years".

The product was test marketed in the Granada area last winter and is said to have achieved a sterling rate of sale in chemists equal to Macleans toothpaste and Medinite.

The £500,000 national launch of Scholl Thermal Insoles takes place this winter and will include a heavy television campaign. The company believes that the winter insole market has much scope for development with 38 per cent of women and 16 per cent of men suffering from cold feet as a recognisably "unpleasant condition".

Thermal Insoles, patented by Scholl,



are thin enough to fit into fashion shoes and yet laboratory tests are said to confirm that they keep feet up to 14°F warmer. The product contains a layer of thermal insulation plus Astrolon 1, an aluminised film similar to that used in the Apollo space programme to combat extremes of temperature. A foam layer and a top covering of soft nylon treet give cushioning comfort. *Scholl (UK) Ltd, 182 St John Street, London EC1P 1DH.*

Rossiter, Don Maclean, with guest appearances when available from Roger Taylor, Robin Asquith and John Snow. All the stars give their time voluntarily to support the charity, which now looks after 4,000 children throughout the UK, and have travelled as far a field as Northampton, Birmingham, Brighton and Chichester to play in matches.

Wella have linked their Crisan range of treatment shampoos to the events inasmuch that most squash players shower and wash their hair after a game and the Crisan range is said to be ideally suited to those people who wash their hair regularly. *Wella (Great Britain) Ltd, Wella Road, Basingstoke, Hants.*

Night-time Tufty Tails launched

Two new products in the toilet tissue market have been introduced by Modo. They are now supplying redesigned six-packs of 200 sheet Daffodil toilet rolls and new four packs of 280 sheet Daffodil giant toilet tissue.

The other market where Modo makes a strong showing is disposable nappies and here, in addition to the increased birthrate of the past few months, other factors are said to have generated significant growth. From being a stable market, sales are now taking off. The company are introducing new Night-time Tufty Tails (£1.27). The new product is a 50 gramme nappy, said to be the heaviest gramme-weight of any Swedish-style nappy currently available in the UK. A greater weight gives increased absorbency and thus can keep baby comfortable for longer. Construction follows the established Tufty Tails formula, with a one-way fabric overlaying a thick pad of wadding. Between the two is a "spreading layer" which spreads moisture throughout the thickness of the nappy. *Modo Consumer Products Ltd, Modo House, Chichester Street, Chichester CH1 4BO.*

Factor enamels

Max Factor are adding nail enamels (£0.89) to their range of colour cosmetics. They are being launched in 12 shades, four cremes and seven pearls plus clear, and will be available for sale from the beginning of June. *Max Factor Ltd, 16 Old Bond Street, London W1A 3AH.*

ON TV NEXT WEEK

Ln—London, M—Midlands, Lc—Lancashire, Y—Yorkshire, Sc—Scotland, WW—Wales and West, So—South, NE—North-east, A—Anglia, U—Ulster, We—Westward, B—Border, G—Grampian, E—Eireann, CI—Channel Island.

Agfa motor cameras: All areas
Alka Seltzer: All except A
Ampex antiperspirant: M, Lc, Y, NE
Anadin: All areas
Anbesol: NE
Anne French: E
Bisodol: Lc, So
Crest: Ln, M, Y, Sc, NE, U, We, B, CI
Hedex: All areas
Flex shampoo & conditioner: Ln
Immac: E
Piz Buin: All areas
Pure & Simple: All areas
Silvikrin shampoo: All except E
Vitapointe: Ln, WW, So, A, We, CI
Wet Ones: All areas
Wilkinson Sword scissors: Ln
Wondra: Y, NE

Wella showbiz squash team

Jasper Carrott, ITVs' "Personality of the Year", played in a recent squash match at the Heathfield Club in London, for the Wella Showbiz Squash Team. During the 1978-79 squash season Wella have supported eight Celebrity Squash matches at which over £3,000 has been raised in aid of the Malcolm Sargent Cancer Fund for Children.

Other regular members of the Wella Showbiz Squash Team have been William Franklyn, Tommy Steele, Leonard

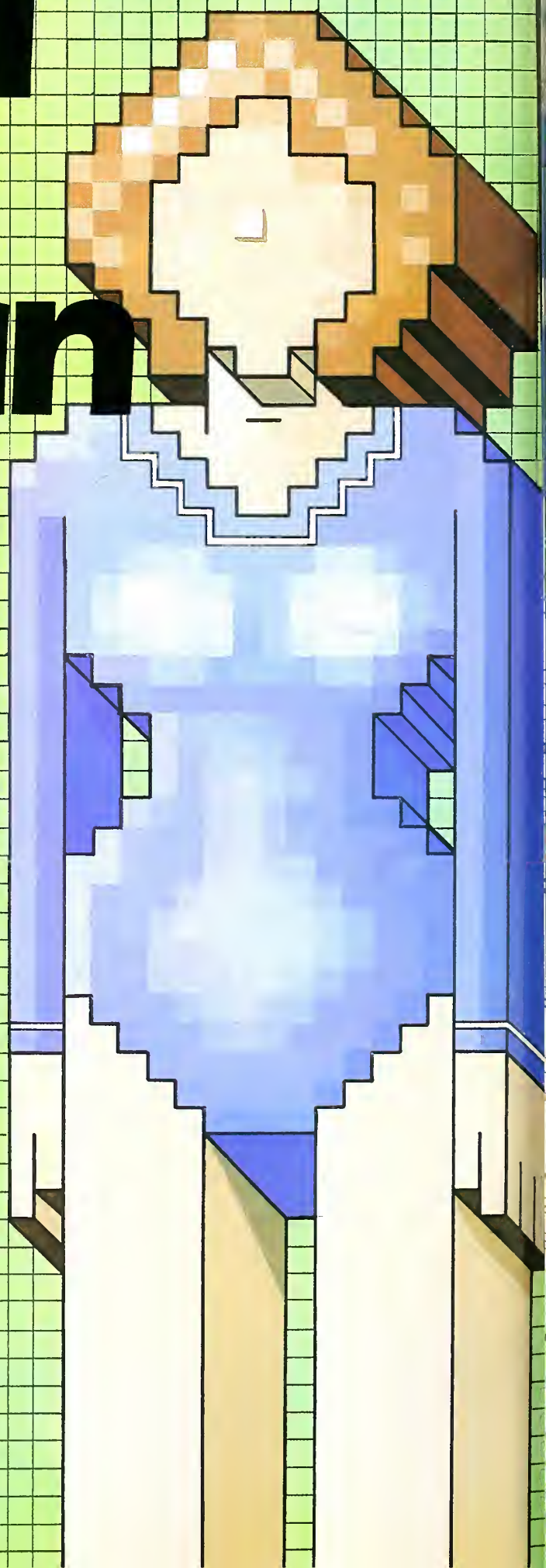
Finest Supporting Performance



- Harmony is the No. 2 in the total hairspray market.
- Harmony hairspray has gained and maintained a 16% market share.
- Harmony is the fastest-growing hair care range.
- Total range sales worth £14m at RSP in 1978.
- To keep it such a success, we're spending £1 million on advertising this year.

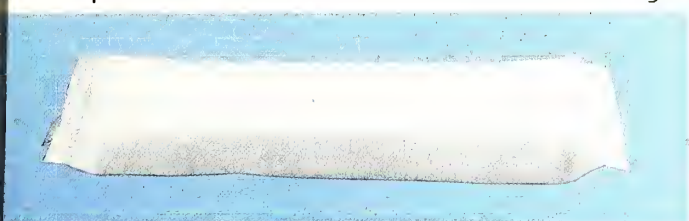
Elida Gibbs  The brands that mean business.

**Should
the
woman
fit the
towel,**

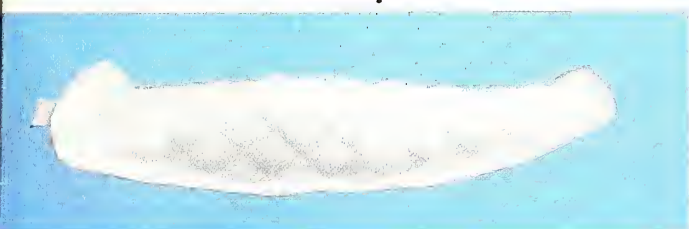


New Libresse® Bodyform will fit your customers like no other towel they've ever bought before.

Press-on towels is already the fastest-growing sector in the sanpro market. And new Libresse® Bodyform is the first



Old-fashioned "square" towel.



New Libresse® Bodyform — shaped to fit.

...ver press-on towel that's specially contoured to fit a woman's body.

New Libresse® Bodyform is totally discreet; its contoured shape means it doesn't show, even under tight trousers. And its special shape makes it more comfortable too.

7 out of 10 women who tried new Libresse® Bodyform preferred it to the towel they usually use.

Once your customers have tried new Libresse® Bodyform, we're confident they won't go back to anything else.

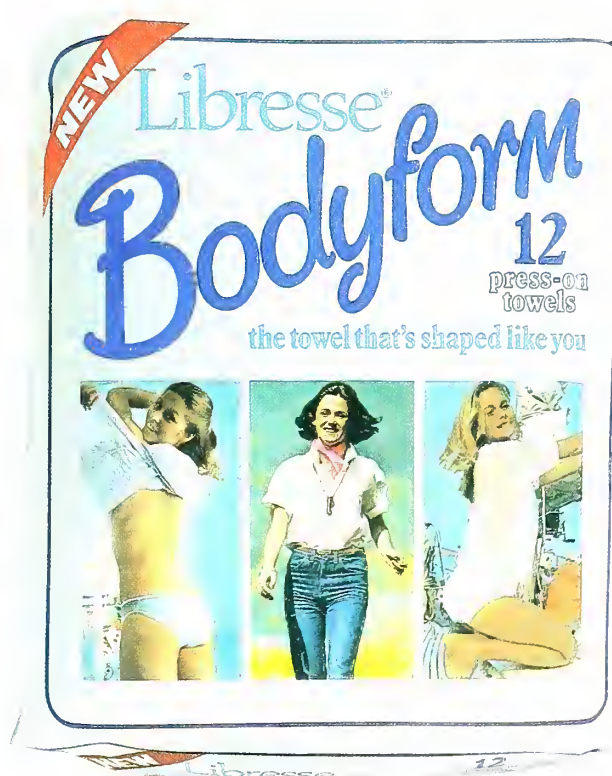
We're supporting the launch with a £500,000 campaign over the next 6 months, with national advertising in the top women's magazines.

If you'd like to take advantage of our special launch terms, place your order today. And make sure you don't miss out on the only towel that's actually made to fit your customers.

New Libresse® Bodyform.
The towel that's shaped to fit.

* Libresse is a registered trademark of the Mölnlycke Group
Marketed and distributed by Bowater • Scott

or
the
towel
fit the
woman?



How to sell more. No sweat.

25% EXTRA FREE



Women use Body Mist more than any other aerosol deodorant*.

Because it lives up to its famous '3-Way Protection' claim of helping to keep them dry, fresh and not stain their clothes.

So display the special extra-value aerosols and roll-ons from the '3-Way Protector'... and watch the extra sales roll in.

Contact your Beecham Toiletries salesman or your local Wholesaler/Cash & Carry... NOW!

*Source—Independent Market Study

**BEECHAM
TOILETRIES**

-sell through faster.

A backward glance at the recipes

by Frank Haley, MPS

A friend of mine in Rainham, Kent, has really excelled himself in the "backward glance department", by producing a book of recipes dated 1844 and inscribed "vol 1st" hopefully! This happened because I mentioned to Philip Watts that my wife and I were visiting Norfolk, staying part of the time in North Walsham. "Ah," he said ... later, came the book.

On its flyleaf Steed Watson had copperplated his name, dated it "April 13th, 1844," adding "Recipe Book. North Walsham". It looked like the day-book of a practising pharmacist (as we say now), the working instructions of either an apprentice with a good hand, or of a chemist and druggist—or whatever the term was in that year, with the big clearing up Act still to come in 1858.

Private pharmacopoeia

In 83 duly-numbered pages S. Watson Esq inscribed a history of practical pharmacy of that period, and carefully indexed all the formulae at the back of the book. The first volume of his life's work measures 8 x 6½ x 1in; each page is divided in two by a neat inked line, each half divided again to give several sections. A well-used private pharmacopoeia by the look of it, it has had ink stains added to what must have been a light cover; maybe the younger Philip Watts, or his father Vernon or grandfather Robert (chemists running in the family for a couple of generations at least) had managed to stain it. I don't mind casting a slight slur on them!

Page 1, item 1, describes emp. tereb., familiar to maturer pharmacists of the present packaged era, and calling for 4lbs of resin flav, ¼lb of cera flav and ½lb of axunga porcini. No advice on what to do with them, but I am sure young Watson knew or was learning how. Brown paper, perhaps, was also called for? Experts of the pre-miracle-drug period can probably give an opinion on it. Cantharidin plaster slots in below, then ung alba, while top of section 2, page one, is pulv aromat, with its 6lb capsia lignia, 2lb sem cardam, 2lb rad zing and 8lb pip long—mix. But first, one presumes, a lot of pestle-and-mortar artistry, among other things, would occur.

Next there comes a relatively easy one, syr mellis, needing 1½lb mellis com and ½lb aqua pura. Weights throughout mattered more than measures to Watson of the beautiful handwriting, reminding me of my school teacher-nurse mother quietly telling me that there had once been such a thing as copperplate writing, easy to understand, and I should try to improve my poor hand with a pen. As well as my diction.

S. Watson has left a lovely legacy of work meticulously detailed, and delightfully written in "vol 1st." Was he unusual in his day, or were there many books such as his? I have never seen one till now, though working in widely differing parts of the country. Even old private prescription books thumbed over at times were not the same.

Ol nigra turns up: S.W. required 2lb spts tereb, 4lbs ol communis, 1½lbs Barbados tar and 3oz acid sulph. A tacky performance there, one feels. People yet remember "the smell of a chemist's shop... it was wonderful." Unlike the average place today it was wonderful (agreed a trifle breathtaking at times!)

Making that old-time favourite soap liniment, naturally under its proper Latin if abbreviated title lin sapon, called for 22lbs in all of soft soap, gum camphor, "ol roris", rectified spirit of wine and pure water. Imagine starting out on that concoction this morning at the modern pharmacy... and not forgetting the two drachms of compound tincture of lavender mentioned finally.

Space forbids the glorious details of Watson's full works. Let me list a few: vin antim, ung hyd nit, (happy memories?), martial balls, cordial balls, glutons februfuge (I retain his spelling), drink pro staggers, pickled roses (38 bushells roses, 40lbs salt), furniture gloss, gangrene oils—a world of treatments.

Gunpowder 'fire balls'

Gunpowder was commonly handled, apparently to make fire balls, and blue lights. Our life seems tame by comparison, for he also made red ink, blacking, rose tooth powder, matches and ginger beer. We today have been robbed of a mighty heritage and the risk of injury or death in the noblest of causes. Along with temptations like common gin on p60, Watson in his wisdom prepared "balls to support wind and strength in dogs after hard running", bronze for gun barrels, also varnish for gun barrels. Black ink appears to counter the red, then something to make a cow clean after calving, before a great list of colours for show glasses (carboys?) including yellow, blue, green, red and purple.

As time and the pages, and no doubt the long hard days, went by the spelling slipped a little: Yellow lacker is pretty, and elsewhere even prettier as lackquer.

Armed with small knowledge of S. Watson after one glance only at the time, I bearded Neville Wharton in his North Walsham high street pharmacy. Very cleanshaven, smart, with a neat blue tunic new in style to me, he was highly interested. There had been shop rounds when he came there in '73 (the

fairly recent one, not the 1800 and ... I was late as usual). He has retained a glass inscription over his front door, with the name M. A. Ling, (Mr Ling being a previous incumbent and having a relative now also a pharmacist but practising as an optician in North Walsham). Some valuable old items were sent to Sothebys years ago and fetched a good price.

Neville told me to contact Stanley Watts—an echo of Rainham there—the octogenarian expert on antiquities. A very helpful man, he could not trace Steed Watson, but stated that in 1845 S. H. Blyth ran the chemists in High Street, N. Walsham. Back to Kent and Philip Watts, no relation apparently of Stanley—nor could one suppose of a Watson whose name contracted to Watts later. Further study of the book somewhat ended the little story. Page 83 is devoted to mustard, involving seven large apples and various other fruits.

Less readily falling open was page 84, reading "NB The other side completes the recipes written by my dear lamented brother during his apprenticeship with Mr S. H. Blyth of North Walsham." A curved line was drawn, then the signature followed of J. H. Watson. 19th October 1846. So a busy, productive life ended quickly, and young Watson's First Volume was his last, the book wandering to Maidstone, Kent, from a pharmacy there to Rainham.



Tony Rix, general manager of Cologne Perfumery presenting the captain of the British alpine ski team, Alan Stewart, with supplies of Piz Buin sun protection products for use during their intensive summer training schedule. During the next seven months the team will travel throughout Europe for training and events in preparation for selection for the 1980 Olympics at Lake Placid, USA in February. Piz Buin was initially developed by Franz Greiter for skiing and mountain climbing, and was named by him after a mountain in the Alps.

In the fight for customers APOCAIRE helps you win!

The Right Products!... The Right Prices!

Product	Pack Qty x size	Prom. Cost (ex. VAT)	*Apocaire Sugg. r.s.p.
Oil of Ulay	12 x 250ml.	£14.46	£1.66
Wilkinson Double Edge Blades	25 x 5	£6.45	37p
Aquafresh Toothpaste	12 x large	£2.23	26p
Cow & Gate Baby Milk Premium	24 x 454g.	£18.38	89p
Milupa Infant Foods (Savoury)	24 x 150g. 24 x 120g.	£9.81	49p
Johnsons Baby Powder	24 x 298g.	£9.92	59p
Libresse Pennywise	24 x 10	£4.37	25p
Body Mist Antiperspirant/ Deodorant (25% added value free)	12 x 150g.	£4.72	54p
Harmony Hairspray	12 x 200g.	£4.45	50p
Harmony Hair Colourant	12	£3.34	39p
Elseve Shampoos (Frequency, Volume, Balsam)	12 x 125ml.	£3.93	45p
Steradent Tablets	24 x 30	£7.45	42p
Bran Slim Tablets (free merchandising tray with every 36 units)	6 x 60	£5.40	£1.34
Ulay Night Care Cream	12 x 50ml.	£9.35	£1.16
Daffodil Toilet Tissues	18 x twinpack	£3.03	23p

Subject to availability until 31st July.

*VAT at new 15% rate where relevant.

The Right Display Material-Free for you!

**GET THE INDEPENDENT
STORY FROM SANGERS!**

APOCAIRE
A BETTER WAY TO BUY

To: Sales Department, Sangers Ltd., Cinema House,
225 Oxford Street, London, W.1.

I am an independent chemist. Please send me full details
of the Apocaire service (including free display material
information).

Name _____

Business name _____

Business address _____

'Interim view' from panel

The independent panel reviewing pharmacists' remuneration is hoping to "express at least an interim view by the end of July," according to Dr Gerard Vaughan, Minister for Health. In the meantime PSNC is pressing for an interim award for contractors following the rise in doctors' dispensing fees.

In a Commons written answer last week, Dr Vaughan said the panel had met twice since its first meeting on April 30. It was still receiving written and oral evidence from the Pharmaceutical Services Negotiating Committee and the Department of Health, "including a substantial amount of additional material which it has found necessary to request after considering the parties' initial submissions."

The reply was given to Mr Hugh

Dykes, MP, who had asked whether the Secretary for Social Services was satisfied with the panel's progress.

Mr Alan Smith, PSNC's chief executive, told *C&D* he thought the "interim view" would probably refer to the panel's first term of reference—on whether the present return on capital employed was appropriate. The more "deep-rooted" problems, such as other ways in which remuneration could be calculated, would take longer.

Mr Dykes also asked whether the Secretary considered that pharmacists should be entitled to a similar increase in remuneration as the Review Body recently recommended for dispensing doctors. Dr Vaughan replied: "The Review Body recommended an increase of 17.3 per cent per unrestricted prin-

cipal in the average remuneration for dispensing. The increase reflects, and is part of, the total increase for general practitioners which was based on relativities with comparable groups and expected movements in certain practice expenses. The pay of retail pharmacists is determined on considerations relevant to them in negotiations between the Health Departments and the pharmacists' representatives."

Depo-Provera use

Any inquiry into the use of Depo-Provera by doctors would be inappropriate, Sir George Young Undersecretary for Health said in a Commons written reply this week. Mr John Tilley had asked if the Secretary would conduct an inquiry into the alleged use of Depo-Provera in circumstances other than those for which its use was approved by the Committee on Safety of Medicines. Sir George said it was a principle of the NHS that doctors were free to prescribe.

Apocaire gets a face lift

Sangers are giving a face lift to their monthly promotion package, Apocaire. Announcing the changes, Mr John Ramsay, commercial director, said the aim was to improve what had been a successful formula over the years. The "excellent" prices together with new eye catching point-of-sale material would give chemists a highly competitive image.

The new material includes a window poster listing current Apocaire offers, two price cards for each product—one for window or in-store display, and the other for shelves. Sangers intended to advertise Apocaire offers each month (see p1018).

Multiload Cu 250

Multiload Cu 250, a new contraceptive device from Organon Laboratories Ltd, does not comply with the specifications in the Drug Tariff and is therefore a non-scheduled appliance. The processing divisions of the Prescription Pricing Authority are not authorised to make payments for the product on FP10 or variants, says the Pharmaceutical Services Negotiating Committee.

Amisol distributors

Abatron Ltd, 12A Churchyard, Hitchin, Herts, have been appointed sole distributor for the Amisol range of contact lens care preparations for the UK, Ireland, Malta, Cyprus, Singapore, Malaysia and Hongkong.

Amisol products were researched and developed by Amisol Co and Laboratories POS in France. Chairman and managing director of Abatron Ltd is Mr John Barry Evans, MPS, a former managing director of Alcon Laboratories.

PRESCRIPTION SPECIALITIES

Prinalgin withdrawn

Prinalgin capsules are being withdrawn by Berk Pharmaceuticals from July 2. Unopened packs should be returned for credit. Stocks purchased from wholesalers should be returned to them and stocks bought direct from the company should be sent to *Berk Pharmaceuticals Ltd, Quarantine Stores, Station Road, Shalford, Guildford GU4 8HE*.

Unigreg supplies

Unigreg pharmaceutical specialities are now being distributed in the UK by Vestric Ltd and will continue to be available from all pharmaceutical wholesalers. *Unigreg Ltd, 15 Worple Road, Wimbledon, London SW19 4JS*.

Madopar 62.5

In response to a need for more precise dosage of Madopar, Roche Products are introducing Madopar 62.5 on July 2. Each blue and grey capsule contains 50mg levodopa and 14.25 mg benserazide hydrochloride. Madopar 62.5, available in packs of 100 (£3.17 trade), are Prescription Only. *Roche Products Ltd, Broadwater Road, Welwyn Garden City*.

Cyclo-Progynova 1mg

Cyclo-Progynova 1mg is to be introduced on July 2 by Schering to complement Cyclo-Progynova 2mg. The circular memo-pack holds 11 beige tablets each containing 1mg oestradiol valerate and 10 light brown tablets containing 1mg oestradiol valerate and 0.25mg levonorgestrel. Cyclo-Progynova 1mg is designed for the initial treatment of the

climacteric syndrome and prophylaxis and treatment of postmenopausal sequelae of oestrogen withdrawal. Cyclo-Progynova 1mg (21 tablets, £2.46 trade) are Prescription Only. *Schering Chemicals Ltd, Burgess Hill, West Sussex*.

Evans generics

Evans Medical are supplying yellow film coated methyl dopa tablets BP 250 mg (1,000 £27.50) and white uncoated frusemide tablets BP 40 mg (1,000 £19.80). *Evans Medical Ltd, Speke, Liverpool*.

New Caloreen packs

Roussel's nutritional division have introduced two new packs of Caloreen. For the diet kitchen there is now a 25kg (£44.50, hospital) resealable plastic drum which is easy to store and has a wide neck for easy access. Where smaller packs are required, for use on the wards or for out-patient treatment, there is also now a 1,000 calorie (250g) bottle (£13.33, trade, per pack of 20) which has a resealable top and is calibrated in 200 cal (50g) divisions for ease of dispensing.

A new nasogastric feeding system with the advantages of fine-bore tube feeding has also been introduced by Roussel. Marketed as Clinifeeding system 3 (£18, hospital), it comprises a sterile calibrated one litre reservoir and gastric drip line which, when used in conjunction with Clinifeeding system 1 fine-bore tubes, provides a complete nasogastric system which is easy to set up and more comfortable to the patient than traditional wide bore tubing. A security feature is the configuration of female-to-male luer fittings which ensures that the connected components are completely incompatible with intravenous devices. *Roussel Laboratories Ltd, Roussel House, Wembley Park, Middlesex HA9 0NF*.

For the changing face of acne in adolescence

"The best topical agents are probably the benzoyl peroxide containing group"⁽¹⁾

(1) Wilkinson, J. D., **Med News** - "Focus - Dermatology" (Suppl.) Dec 14, 1978.

Each 25 g tube of Quinoderm Cream contains:
Benzoyl Peroxide 10%
Potassium Hydroxyquinoline
Sulphate BPC 0.5% in an astringent
vanishing cream base.

The Original British Benzoyl Peroxide Formulation -
Available on prescription from Dispensing Chemists or
for OTC Sales. Price 98p incl. VAT.

QUINODERM

Quinoderm Limited, Manchester Road, Oldham, Lancashire OL8 4BR.

PLR No. 0291/5000



Just a gentle reminder.

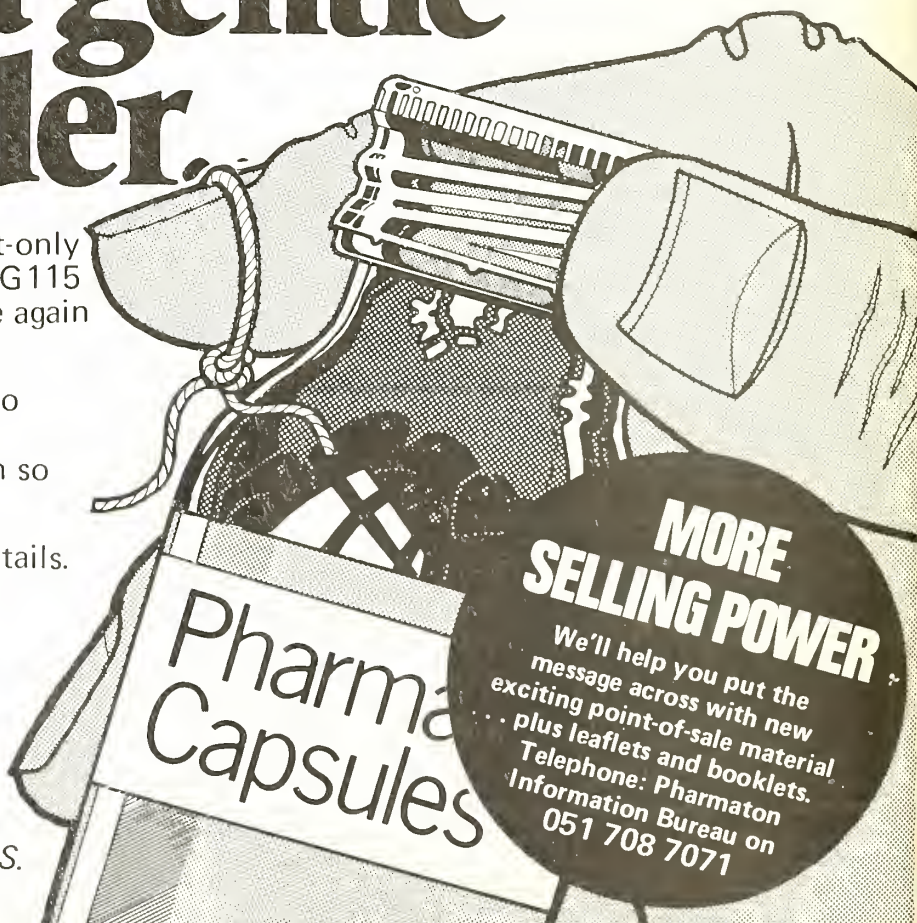
Pharmaton Capsules, the chemist-only Swiss health product containing G 115 standardised Ginseng extract, are again showing exciting sales growth.

There hasn't been a better time to promote one of Europe's most popular products, especially with so much interest in ginseng.

Ask your usual wholesaler for details.

Pharmaton Capsules

-PUT ZEST INTO YOUR SALES.



MORE SELLING POWER

We'll help you put the message across with new exciting point-of-sale material plus leaflets and booklets.
Telephone: Pharmaton Information Bureau on 051 708 7071

Guidance on completing VAT 100 in a split period

The National Pharmaceutical Association has issued VAT accounting procedure advice following the changes announced in the recent Budget. The completion of form VAT 100 at the end of the current split period requires treatment as if there were two periods—before and after the change.

NPA says the booklets published by Customs and Excise make it clear that where tax rates change in the middle of a tax period retailers should keep records and do their calculations as if the period is divided into two. The various totals relating to the parts of the period before and after the rate changes should then be added together and the final totals entered in the appropriate boxes in the return form (Form VAT 100). Pharmacists should experience little difficulty but NPA expects the following outline to be helpful. The symbols refer to the NPA accounting system summary sheet.

Output tax

Scheme F. The move to a single positive rate will greatly simplify till procedures. There is no need to keep any special records. The new VAT fraction to be applied to gross takings (other than exempt and zero-rated) after June 17 is 3/23.

Scheme B.

Up to June 17. a) VAT at 8 per cent
Add up "Special scheme gross takings" (includes prescription receipts: NHS levies, private prescription cash and NHS cheque(s) received) (V)
Add up zero-rated invoices received (X)
Uplift (X) to retail value by usual method (B)
Deduct (B) from (V) $\times 2/27$ (K)
Add up prescription receipts $\times 2/27$ (or the "special NHS factor" if you use one) [2]

$K - [2] = \text{output tax at 8 per cent}$

b) VAT at 12½ per cent
Add up total sales at 12½ per cent $\times 1/9 = \text{output tax at 12½ per cent}$
From June 18 VAT at 15 per cent
Add up "Special scheme gross takings" (include prescription receipts) (V)

Add up zero-rated invoices received (X)
Uplift (X) to retail value by usual method (B)
Deduct (B) from (V) $\times 3/23$ (K)
Add up prescription receipts $\times 3/23$ [2]

$K - [2] = \text{output tax at 15 per cent}$

Final calculation
Add up output tax at 8, 12½ and 15 per cent = total output tax for the period: Form VAT 100 (Box 1)

Scheme D

Gross takings up to June 17 as for Scheme B (V)
Total all input VAT at standard rate up to June 17 (Fs)

Total all input VAT at higher rate (Fa)

Total all goods at standard rate up to June 17 (7)

Total all goods at higher rate up to June 17 (9)

Carry out standard calculation as at end of tax period (see summary sheet) and end of year adjustment gives standard rate tax (9)

plus higher rate tax (12)

plus or minus adjustment (4 or 8)

New calculation for period after

June 18 gives tax at 15 per cent (16)

add previous total

= output tax for period

Input tax

(Form VAT 100 Box 6)

No special records are needed. Add up the VAT which appears on invoices received in the period (or invoices paid in the period if you calculate input tax on a cash basis). If you are using scheme B you will need records of zero-rated purchases before and after June 18. Similarly, if you are using any scheme other than A or F, you will need to know the value of NHS levies collected before and after June 18. If it is too late and you haven't kept the necessary records, use intelligent guesswork.

Doctors want Review Body to stay

Doctors have rejected a move to force the resignation of members of the Review Body on Doctors' and Dentists' Pay. Delegates at the British Medical Association's annual representative meeting this week criticised the Review Body's proposed pay increases for doctors and put forward an amendment expressing no confidence in its members. However, the consultants' leading negotiators warned that if the members were forced to resign there might be no-one willing to take their place and the alternative was confrontation with the Government.

Cimetidine origin

In our report of a High Court patent infringement action (C&D June 16 P897) brought by Smith Kline & French Laboratories Ltd against R. D. Harbottle (Mercantile) Ltd and others, over the drug cimetidine, it was stated that the infringing drug was said to have been of Korean origin. The evidence before the Court was that a sample of the drug shown to SK&F by R. D. Harbottle was of Korean origin but the origin of the infringing consignment was not mentioned. The Court was told that it had been exported from Italy. We are asked by R. D. Harbottle to make it clear that the drug as supplied was of Italian origin.

Mr Brian Wright MPS (left) and Mrs Wendy Wright of Wright's Chemists, Blackpool, receiving tickets for an all-expenses-paid weekend for two in Amsterdam—first prize in a local competition organised by Vestric's North Western Division. Presenting the prize is Mr Bill Lawrence, manager of Vestric's Preston branch.



Nicholas Laboratories Limited

PRICE REVISIONS

Effective as and from 18th June 1979

PRODUCT / SIZE		Retail Selling Price (incl. VAT)	Standard Wholesale Price per case
▲ ASPRO REGULAR	8's	16p	£3.535
	24's	41p	£6.655
	60's	76p	£6.16
	120's	£1.12	£4.56
▲ ASPRO CLEAR	4's	13p	£3.05
	16's	39p	£3.05
	30's	65p	£5.085
▲ RENNIE	12's	16p	£3.765
	25's	28p	£4.325
	50's	47p	£3.62
	100's	68p	£5.32
RADOX SALTS	Medium	44p	£3.425
	Large	64p	£2.485
RADOX HERBAL BATH	280 ml	71p	£5.62
(all 3 fragrances)	500 ml	£1.13	£8.95
RADOX SHOWERFRESH	175 ml	£1.01	£7.905
(all 3 fragrances)			
MATEY BUBBLE BATH	340 ml	68p	£5.355
MATEY SHAMPOO	150 ml	58p	£4.54
DIP	235 ml	50p	£3.915
TRUGEL	42 ml	54p	£3.755
	90 ml	80p	£5.87
ACCOLADE	2 dozen	£1.26	£19.975
	½ dozen	£1.26	£4.995
INTER-DENS STICKS		62p	£4.315
INTER-DENS TOOTHBRUSHES		58p	£4.035
▲ FEMINAX		81p	£9.85
▲ KWELLS		47p	£3.655

CONFECTIONERY

IPSO—(Mint, Raspberry, Orange, Lemon)	14p	£4.675
—Two pack	28p	£7.01
(Available in Scotland only)		
WHISTLING POPS	8p	£2.59
PEBBLE MINTS	15p	£2.505
MERIJAL (Orange, Pear, Strawberry, Blackcurrant)	17p	£1.425

Nicholas

Nicholas Laboratories Limited, P.O. Box 17,
Slough, SL1 4AU. Telephone: Slough 23971

▲ Pharmaceutical products are subject
to R.P.M. and the above prices become
effective immediately.

EEC Directive on OTC advertising under fire

The latest draft of the European Pharmaceutical Publicity Directive would "play ducks and drakes" with current advertising and promotional practices for over-the-counter medicines in the UK, claims the Proprietary Association of Great Britain.

The PAGB's principal criticisms of the draft, insofar as it concerns non-prescription medicines, are given below (the Directive's content can generally be deduced from these comments):—

"Whereas advertising matter readily crosses the frontiers of member states and consequently has a direct effect on the establishment and functioning of the Common Market".

Blatantly disingenuous

This attempt to validate the draft as a harmonising Directive under Article 100 of the Treaty of Rome is blatantly disingenuous: leaving aside polyglot travellers, the only conceivable overlap of advertising matter is between the UK and Eire, and between France and French-speaking Belgians. It is straining a point to maintain that these contingencies have a direct effect on the establishment and functioning of the Common Market.

Article 1: Since the article exempts only communications required by law, even price lists would be regarded as advertising and would have to carry all the information required by article 5. [Article 5 requires product and non-proprietary name (the latter "in the same legible manner"); name, etc of manufacturer and person marketing the product; active principles; indications; contraindications etc; directions; contents of package; and price.]

Article 2: No distinction is drawn between advertising directed to persons authorised to prescribe or administer medicinal products and persons authorised to supply them. All product-related communications to retailers and wholesalers would therefore have to include all the information specified in article 5.

No more bonuses

Article 7: Since gifts or other material benefits may be neither conferred on nor accepted by persons authorised to supply medicinal products, such accepted commercial practices as 14-for-12, display bonuses, and staff commissions would be no longer allowed.

Article 9: The inclusion of at least six mandatory information components would render any advertising confusing to the public and costly to the manufacturer. The pre-eminence of the label as the source of detailed product information would be eroded, and since complex information in an advertisement is unlikely to be remembered accurately, the successful use of home medicines could

be jeopardised. Furthermore advertisers would be obliged to review their publicity expenditure particularly in respect of broadcast advertising (How does one make particulars clearly discernible in a radio advertisement?). Will a manufacturer double his advertising spend to accommodate masses of detail which will reduce the impact of his advertisement, or will he reduce his advertising? In either case the health education function performed by medicines advertising, insofar as it maintains public awareness of the conditions that are suitable for treatment with home medicines, would be seriously impaired. This might well result in a massive swing towards doctor consultation for minor ailments, with disastrous results for the National Health Service.

Article 10: Paragraphs 4 and 5 effectively ban advertising for paediatric preparations and the bulk of acne, pimple and period pain treatments.

Imprecise drafting

Article 11: Imprecise drafting of the annex of prescribed diseases bans advertising for the symptomatic relief of influenza and indigestion remedies. "Internal" secretions is a quaintly unscientific term for what is perhaps intended to be "endocrine" secretions.

Article 13: The provision for class actions to obtain redress against injurious advertising implies a fundamental change in the English legal process—a change which was roundly rejected by both Houses of Parliament in their consideration of the Misleading and Unfair Advertising Directive last year. The introduction of class actions seems in any case to be outside the scope of a Directive on harmonisation of advertising.

Article 14: The creation of the Committee on the Adaptation to Technical Progress of Directives Relating to the Advertising of Proprietary Medicinal Products—which is empowered to adopt its own rules of procedure—is a dramatic move towards power without accountability. There is no description of the Committee's functions, no limitations on its powers or procedures, and it would appear to be entitled to impose its judgment on member states.

The PAGB commentary concludes: "This draft has been discussed by the EEC Pharmaceutical Committee, and it is believed to have met with a less than whole-hearted acceptance among the health authorities of member states. We understand that the Commission are in the process of modifying the draft yet again with a view to submitting it to the Council of Ministers in July, although it is not unlikely that this action may be deferred until September.

"Attempts to seek clarification from the responsible directorate-general have

been disappointing. It is difficult to overcome the suspicion that the Commission wish to progress the Directive without regard for either its necessity or its desirability."

Among Directive paragraphs not commented upon by PAGB are the following:—

Article 8: Samples intended for use shall only be issued, subject to conditions, to persons authorised to prescribe medicinal products and able to use such samples in their particular field of competence: There shall be a written request from the recipient: the sample shall be as put up for sale in the smallest commercially available package; it shall bear the words "free medical sample" (or equivalent); medical samples may be supplied only during the two years following the initial marketing authorisation except in the case of clinical tests carried out in hospitals.

Article 10: Member States shall take all necessary steps to ensure that all advertising directed towards the public which might constitute a danger to public health is banned, in particular where such advertising:—

- Makes a medical consultation or surgical operation appear unnecessary, especially when it advocates treatment by correspondence or promotes the sale of proprietary medicinal products by catalogue.

- Gives rise, through whatever medium and by whatever means, to feelings or ideas which are exaggerated or unrelated to the proprietary medicinal product.

- Disguises its commercial purpose.

- Relates to products specifically intended for infants.

- Is directed exclusively or mainly towards minors under 18 years of age.

- Implies that gifts or other material benefits are offered.

- Makes use of testimonials or expert opinions.

CD authorities withdrawn

The following medical practitioner has had his authority withdrawn by the Home Secretary to possess, prescribe, administer, manufacture, compound and supply amphetamine, dexamphetamine, methylamphetamine, methylphenidate and phenmetrazine. This updates the list in *C&D Directory 1979*, p321: Hirsch, 61 Conifer Gardens, London SW16. A pharmacist, Rodney Francis Dowrick, "Knoll Crest", 37 Seymour Road, Newton Abbot, Devon, has been prohibited from possessing, manufacturing, compounding and supplying all Controlled Drugs.

Medical practitioner, Garry Neville Crookes, 415B Chatsworth Road, Brampton, Chesterfield, Derbyshire and dentists, Bimal Kumar Ghose, 101 Herne Hill, London SE24 and Frederick Morton-Gore, 60 East India Dock Road, London E14, are no longer on the list of withdrawn authorities.

This holiday season share in the unique success of SOS Talisman



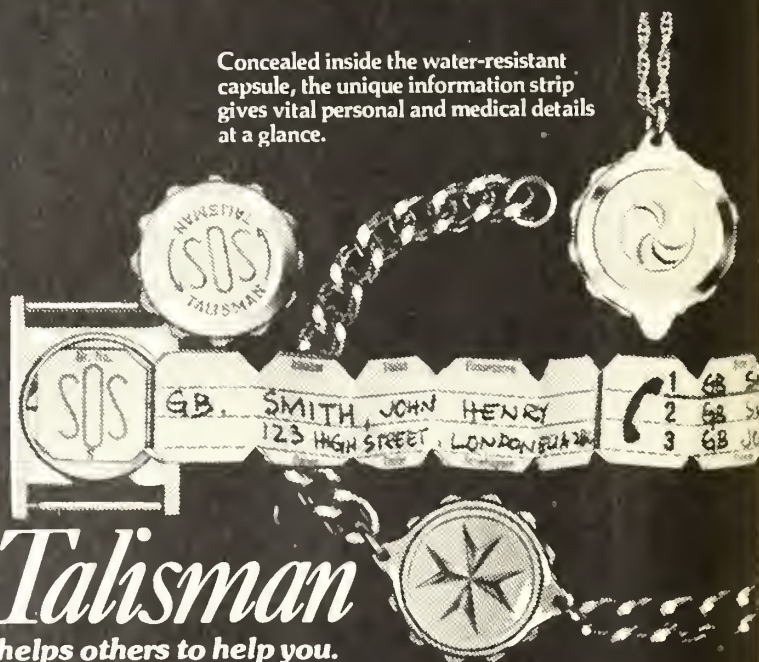
success?

In our first full year over half a million SOS Talismans have been sold. Big sales . . . and big profits too for the retailers that sold them. And summer holidays mean even bigger sales, when SOS Talisman is promoted as an essential holiday extra, as vital to the traveller as sun tan oil or sunglasses.

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For details of your nearest distributor contact:
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The security cabinet farce

By way of comment on Xrayser's justifiable comments about security cabinets, may I contribute a few additional remarks.

The NPA receives an average of one call every working day for a replacement cabinet. Xrayser's £50 "forked out" for for his cabinet was largely reimbursed by the Department of Health (see *Action*, March 1975). Both the Pharmaceutical Society and ourselves advised the Home Office against the whole idea of security cabinets long before their introduction.

The alternative of a "real safe" is not only subject to annual inspections and issue of exemption certificates, but may cost more in installation work alone than the price of a regulation cabinet (now around £55 for the smallest).

Delaying device

The Home Office only ever intended these cabinets as a delaying device during day-time raids, not to resist night-time attacks where ample time is available for breaking and entering. Consequently the Home Office does not accept an intruder alarm as a substitute for a security cabinet. Since raids take place almost invariably after-hours, the only reasonably satisfactory alternative to the expensively installed safe for extra protection during these periods is an intruder alarm, which is even more expensive.

Pharmacists in the United States have experienced identical problems, but were

fortunate enough to secure an amendment to their regulations permitting them to choose between a security cabinet or secreting their CDs among other stock. This has apparently solved the problem. We asked the Home Office to do the same over here, but were unable to persuade the Pharmaceutical Society to support our case. (The Society argued that unlocked CDs could be a problem internally.)

The security cabinet is the least secure place in the pharmacy. It follows that cash and dangerous poisons, such as strychnine, should always be kept elsewhere. What are we doing about it? Apart from reimbursing members through the Pharmacy Mutual for burgled cabinets and replacing them through NPA Services, nothing. Members would not thank us for speaking of more onerous regulations.

Members who feel strongly—as we do—should write to the Home Office, the Society and their MPs in support of the American-style alternative which does seem to be a logical effective solution.

J. A. Goulding

Press officer

National Pharmaceutical Association

Aspiring MP

I can only but agree with your comments on the Budget as it effects pharmacy. Indeed, hours after the budget proposals had been announced, and I had digested its ramifications, I wrote and expressed my views to a senior Conservative Member of Parliament.

I am very gratified to read the last line of the leader paragraph "Get a pharmacist into Parliament", as one

*Take
prescription cabinet
(100)
Polygraph No. Supp.
300me.*

Prescription writing did not appear to be this prescriber's (or his receptionist's) "forte"

who has struggled through the lower ranks of a political career, to become a city councillor and then to fight as a Parliamentary candidate, albeit without any success. However I do exist as a chemist with aspirations to enter the "House": I had begun to believe that chemists did not care if one of their own members became an MP.

Unions do sponsor Members of Parliament, with great success. Could we not do the same, or exert pressure on the political parties (preferably Conservative) telling them of our need, which may be a two way service?

Ron Gould

Liverpool

Golf sponsors

A meeting of the South London and Surrey Pharmacists Golfing Society was held at Langley Park recently, sponsored jointly by Unichem and Vick International. Prizes were presented by Mr G. White and Mr F. Greatorex from the two companies.

The Calcutta Cup and first prize were won by Mr R. Hedges. Other prizes were won by J. Martin MPS, G. Roberts MPS, J. Stitt MPS, A. Talbot FPS, F. Needham MPS, and D. Edwards. The members wish to record their appreciation of the generous sponsorship.

S. Hutchinson

London SE19

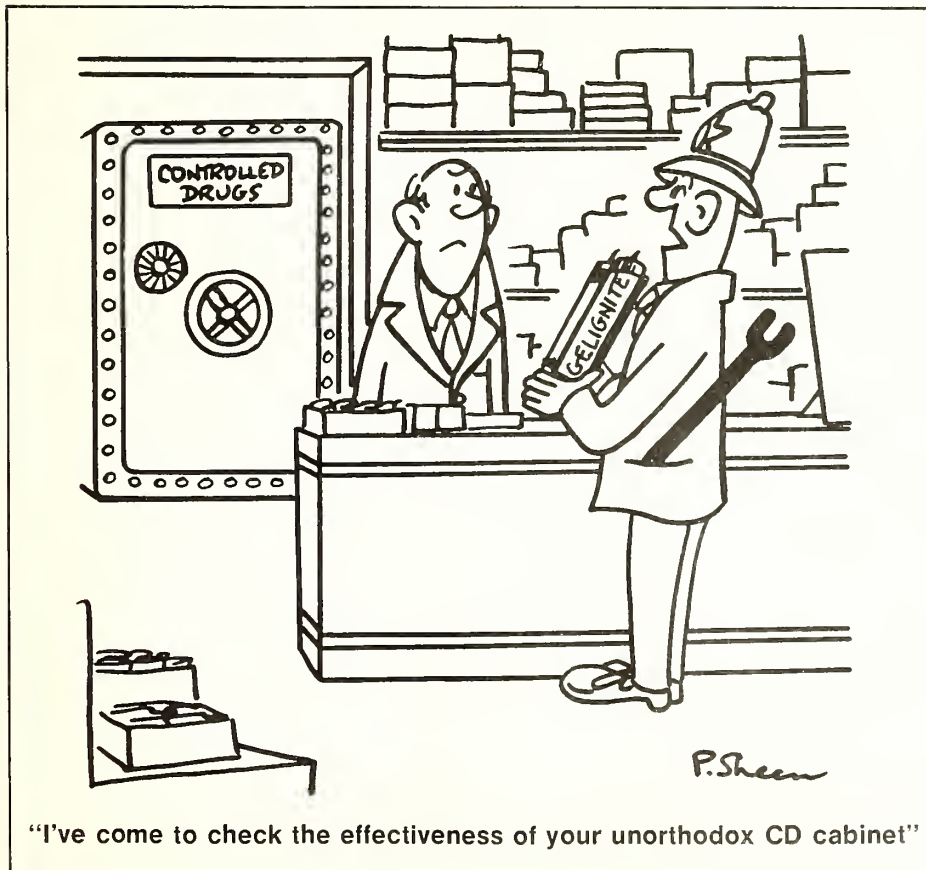
Election thanks

Through the courtesy of your columns, I would like to thank all who voted for me in the recent South West region PSNC election. I deeply regret that coming second to good men seems to be becoming a habit of mine.

I congratulate Stuart Thomas on his political skills, which I am sure he will now use with equally good effect on behalf of pharmacy in the South West. Although the days of the NHS Regional Pharmaceutical Committee may be numbered, as its chairman I look forward to working with him (in however humble a way) to that same end.

A. O. Bond

Somerset



Carnation Competition Results



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A Robinson, Boots The Chemists Ltd, 37 Market
Square Shipley BD18 3QJ, West Yorks.
C Shakespeare, Shakespeare (Chemist),
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337 Whitegate Drive Blackpool, Lancs.
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Boots concerned over NHS dispensing remuneration

The retail division of Boots Co Ltd's UK operations was responsible for £858.5m sales of the group's £1,053m in the year ended March 31; the trading profit was £69.1m of £109.8m. Overseas retail subsidiaries made a loss of £1.8 from sales of £48.5m.

Commenting on their dispensing activity during the year when over 56m prescriptions were dispensed, the directors state in the annual report "The real profitability of the NHS dispensing business gives cause for some concern and we hope that the protracted negotiations between the Pharmaceutical Services Negotiating Committee and the Government dealing with remuneration will soon be satisfactorily resolved".

Retail operations overseas, principally those in Canada, continue to progress according to plan and the chairman, Sir Gordon Hobday, in his report ex-

pects they will be making a positive contribution to profits before long.

Capital investment last year in new and modernised shops in the UK was over £28m and during the current year, directors are undertaking a development programme involving more than 70 shops with a budgeted expenditure of over £40m.

The current year has started reasonably well for the retail division and prospects for the industrial division are good, Sir Gordon adds.

However, it will not be an easy year for the industrial side as it faces formidable increases in labour costs and prices of raw materials, coupled with an increasing reluctance of health services over the world to accept higher prices for pharmaceutical products.

□ For preliminary statement of accounts see C&D, June 2 p845.

They will only be in contact with raw materials and finished product when bulk materials are transferred to day hoppers and at the compressing stage when an operator tests tablet samples for weight uniformity. An automatic weight sampling system is used, connected to another computer so that individual weights are controlled on a routine basis. Movement of raw materials through the process is accomplished by an automated handling system. Five granulations are manufactured to produce batch sizes of 1.8m Dolobid or 4.5m Moduretic.

Wilkinson Match profits up

Taxable profits of Wilkinson Match Ltd, in the year ended March 31, rose from £14.3m to £19m from a turnover increased from £192.3m to £271.7m. A "breakdown" of the figures into product groups shows that personal products made a loss of £1.17m against a profit of £735,000 in the previous year.

The UK saw operating profits fall from £9.12m to £6.07m. The directors state that there were competitive pressures in sunglasses and shaving and that the poor spring and summer together with the road haulage dispute affected the results.

MSD open automated dual-purpose unit

Merck Sharp & Dohme have increased plant capacity at Cramlington, Northumberland, by designing an automated and computerised facility with an annual capacity of 500 million tablet on a single-shift operation. The new plant is a dual purpose unit producing Dolobid and Moduretic on a "campaign" basis.

Unique features of the plant include an automatic dispensing system and a design to ensure a rapid clean for product changes. The plant is fully automated and controlled by the Aldomet computer—the first large-scale computerised tablet production unit in the world.

Increased tablet demand has dictated a rapid expansion of the Cramlington plant which was completed only in 1976

Dolobid production will be centralised at Cramlington, supplying Holland, Italy, Scandinavian countries, Australia and South Africa with bulk requirements. Increasing UK demand for Moduretic has reached such a volume that MSD can invest in a semi-dedicated production unit. To this end MSD designed a two-product automated plant using the existing Aldomet computer to perform a multiplicity of functions, such as automatically dispensing raw materials, regulating and monitoring granulating equipment, and reporting and recording data to the control room. The computer is programmed in a Merck-developed computer language (Autran).

Four operators will work on the plant.

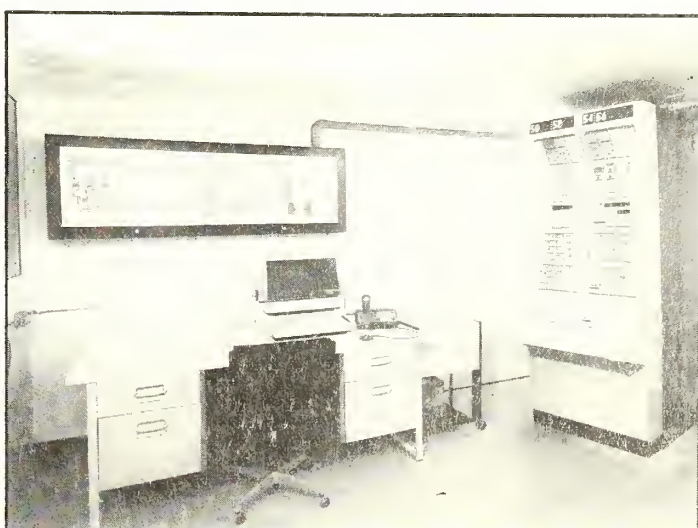
Management change at Guinness Retail

The following changes in the management structure of Guinness Retail Holdings and its subsidiaries will coincide with Mr Brian McElroy's appointment as managing director on October 1.

Mr T. A. Purslow will chair the boards of Lavells, Brian Findlay, William Davidson and James Hardcastle, and will also co-ordinate property activities as managing director of GRH (Properties) Ltd; he will advise on the group development of personnel, training and security matters. Mr R. J. C. Ford will chair the board of R. Gordon Drum-

Continued on p1028

Mr Dewey H. Stallard, senior vice-president of MSD international division, presses a button to start the computerised Dolobid/Moduretic process plant; he is accompanied by Mr Scott Maynard (project engineer) and Mr Jack Cano (computer engineer) from MSD's USA operation. But, as with the best-laid plans, a feed hopper motor decided not to cooperate and required the intervention of mere mortals before the flow could begin! Right: Control room for the new dual production facility



COMPANY NEWS MARKET NEWS

Continued from p1027

mond Ltd; he will advise on group marketing, merchandising and inventory control developments and be ultimately responsible for the organic acquisition and development programmes. Mr N. J. Bristow will advise on all financial matters and be responsible for systems development.

Mr I. M. Heron, MPS, will be managing director of R. Gordon Drummond Ltd. Mr R. H. Brownhill will be inventory control and distribution manager for R. Gordon Drummond Ltd, based in Falkirk. Mr A. Brown, at present general manager, Brown Gray & Co, will assume responsibility for Brown Gray as managing director. Mr F. G. Brazier, at present group development manager for Lavells, will become managing director. Mr R. H. Smerdon, at present Lavells' capital stores director, will assume direct responsibility for the group acquisition and development programme.

Miss W. D. Green, head of marketing, will join the boards of R. Gordon Drummond, Lavells and Brown Gray. Mr W. F. R. Stuart will assume the secretarial function for all Guinness Retail Holdings' subsidiary companies and will join the board of R. Gordon Drummond as director/secretary. Mr John Bristow will, however, retain this function for Guinness Retail Holdings Ltd. Dr D. H. Maddock, FPS, will transfer to Marlow as group personnel and training manager; he will continue as professional adviser to R. Gordon Drummond and remain pharmacy superintendent of that company. Mr N. R. Hillier retains group responsibility for print services, merchandising and advertising.

Appointments

NCR Ltd: Mr G. William Hawley has been appointed divisional director, retail systems division of NCR.

Unichem Ltd: Mr Brian Herron, who was operations manager at Unichem's Scottish branch until recently, has been promoted to branch manager, Livingston. Mr Herron was appointed assistant manager at the branch when he joined the company in 1978.

Paracetamol up

London, June 27: Paracetamol in bulk is being advanced by 28p kg from July 1 by a leading UK producer. Other pharmaceutical chemicals are steady at previous levels although further rises are expected for the home market in the near future. Fierce competition is being experienced in the export markets by British manufacturers who are not currently having the dubious benefit of a weak pound to help them.

The chief feature of a dull week in the essential oil sector was a substantial fall in lemongrass prices at origin—down by about £1 kg. There were no spot offers of cassia but petit-grain and Ceylon citronella were available again after one-week's absence. Brazilian peppermint was firmer.

Botanicals continue to rise, those marked up including cherry bark, hydrastis and senega. Only kola nuts and henbane were lower.

Pharmaceutical chemicals

Caffeine: BP anhydrous £5.16 kg in 100-kg lots.
Chlorotorm: BP £443 to £470 per metric ton according to drum size. In 4 x 2-litre bottles £2.72 500-ml bottle £1.10 each.
Choline: (500 kg lots) bitartrate £2.41 kg; dihydrogen citrate £2.40.
Ergometrine maleate: £6.35 in 50-kg lots
Ergotamine tartrate: £4.25g in 50-g lots.
Homatropine: Hydrobromide £133.10 kg; methylbromide £126.60—both in ½-kg lots.
Hydrogen peroxide: 35 per cent £248 metric ton.
Mercurials: Per kg in 50-kg lots; ammoniated £7.48 oxide—red £8.82 and yellow £8.54; perchloride £6.14; subchloride £7.82, iodide £8.10.
Noscapine: Alkaloid £31.85 kg for 25-kg lots; £30 kg for 100-kg. Hydrochloride £35.65 and £33 kg for similar quantities.
Paracetamol: (Per kg) 50-ton contracts from £3.22; 10-ton £3.30—from July 1.
Petroleum jelly: BP soft white £396.61 metric ton delivered UK; yellow BP £378.556 in 170-kg drums.
Phenylephrine hydrochloride: £89 kg in 50-kg lots; £92 kg for 10-kg.
Pilocarpine: Hydrochloride £328 per kg; nitrate £308.
Potassium acetate: BPC £0.95 kg for minimum £500 order.
Potassium bitartrate: £730 per metric ton.
Potassium citrate: Granular £879 per metric ton, powder £894.
Potassium diphosphate: BPC 1949 in 50-kg lots, granular £1.96 kg; powder £1.88.
Potassium hydroxide: Pellets BP 1963 in 50-kg lots £1.379 kg; sticks not offered; technical flakes £0.4577.
Potassium nitrate: BP £0.94 kg for 50-kg drums.
Potassium phosphate: monobasic BPC 1949, £1.22 kg in 50-kg lots.
Potassium sodium tartrate: £832 per metric ton.
Yohimbine hydrochloride: £302.50 per kg.
Zinc acetate: Pure £1.09 kg in 50-kg lots.
Zinc carbonate: Pharmaceutical grade £630 per metric ton.

Crude drugs

Aloes: Cape £1,080 ton spot; £1,065, cif. Curacao nominally £2,250, cif, no spot.
Balsams: (kg) **Canada:** Dearer at £13 spot; £12.60 cif. **Copaiba:** £3.20 spot £3.05, cif. **Peru:** No spot; £9.85, cif, nominal. **Tolu:** £5.90 spot.
Belladonna: (kg, cif) Herb £1.45, leaves £2.34; root no offers.
Benzoin: £205 cif, nominal.
Cherry bark: Spot £1,120 metric ton; shipment £1,025, cif.
Cochineal: Tenerife black brilliant spot £17.35 kg nominal. Peru silver grey £14.65 spot; £14.40 cif.
Dandelion: Spot £1,945 metric ton spot; £1,785, cif. No offers.
Henbane: Niger £1,390 metric ton spot; £1,365 cif.
Hydrastis: Spot £29.50 kg; no cif.
Ipecacuanha: (kg) Costa Rican and Matto Grosso spot £16 kg.
Kola nuts: £475 metric ton spot; £420, cif.
Lobelia: American nominal. European £1,700 metric ton, cif.
Menthol: (kg) Brazilian £6.80 spot; £6.60, cif. Chinese £6 in bond; £5.95 cif.
Sarsaparilla: Jamaican £1,915 metric ton spot £1,860 cif.
Senega: Canadian £10.05 kg spot, £8.60 cif.
Tonquin beans: Para £3.15; kg spot £2.95, cif.
Valerian: Dutch £1,895 metric ton spot; £1,835 cif; Indian £1,210 spot; £1,190, cif.
Witchhazel leaves: £2.25 kg spot; £2.15, cif

Essential and expressed oils

Cananga: Indonesia £14.75 kg spot £14.25 cif.
Cassia: No spot, shipment £38 kg cif.
Citronella: Ceylon £4 kg spot; £3.50 kg cif, Chinese. No spot; £3.45, cif, nominal.
Lemongrass: Cochin £6.30 kg spot; £4.50, cif.
Olive: Spanish £1,380 per metric ton in 200-kg drums ex wharf; Mediterranean origin £1,370.
Orange: For shipment, Florida £0.60; Israeli £0.62; Brazilian £0.45, all cif.
Peppermint: (kg) Arvensis—Brazilian £4.70 spot; £4.50, cif. Chinese £3.60 spot; £3.45, cif. Piperata—American from £12 spot; £11, cif.
Petitgrain: Paraguay £6.25 kg spot; £5.50, cif.
Vetiver: Java £21.25 kg spot; £20.50, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

COMING EVENTS

Advance information

Rockware's Packaging in Glass Courses, September 19-21, October 24-26, November 28-30 at Rockware's Wheatly factory in Yorkshire. Applications (£60), stating preferred date to Christine Sargent, public relations, Rockware Glass Ltd, Riverside House, Riverside Way, Northampton NN1 5DLS.

Topics in Toxicology, British Institute of Regulatory Affairs, October 23, Pharmaceutical Society, 1 Lambeth High Street, London SE1. Topics include: choice of species for toxicity studies; relevance of animal testing to human toxicity; and recent developments in mutagenicity and carcinogenicity studies. Tickets (£12, members; £15, non-members) from Mr B. E. James, E. R. Squibb & Son Ltd, Regal House, Twickenham.

Retail Study Tour to USA, September 22-October 5. Organised by NCR Ltd and will examine the latest merchandising, marketing and management techniques in the retail industry. Amongst the subjects to be discussed are: asset utilisation; security and pilferage control; productivity; procurement and vendor relationships; building transaction traffic; electronic funds transfer; merchandise and management information; the progress of UPC and OCR product-coding and new retail formulas. The latest developments in supermarkets, department stores, shopping centres, and specialty shops, will also be examined. Price of tour will be from £878, including all air travel, accommodation in hotels, transfers and baggage handling, seminar fees and certain meals. The closing date for bookings is August 24 and further information is available from Gordon Makins, NCR Ltd, 206 Marylebone Road, London NW1 6LY.

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The Trustees are also prepared to consider applications for financial assistance, beyond the scope of an employer's responsibilities, with education or training in general subjects, including music and the arts.

For additional information, or to apply for assistance, write to:
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We have a very large and growing register of private pharmacists willing and able to buy substantial businesses in all parts of U.K.

Pharmacists who wish to retire or sell their business for any other reason can consult us in the strictest confidence. Our senior partner has unique experience extending over 30 years in the selling of chemist businesses and giving advice to both vendors and purchasers in this very difficult and technical matter.

We are not retained by any one chain, group or individual to look for businesses for them. So vendors can consult us in the certainty that their interests will be paramount.

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LEGAL NOTICES

LEGAL NOTICE

Proceedings under Section 23 of The Patents Act 1949

**NOTICE OF INTENTION TO PRESENT A
PETITION TO THE COURT
IN THE HIGH COURT OF JUSTICE
CHANCERY DIVISION
PATENTS COURT**

IN THE MATTER OF Letters Patent No. 1,041,985 dated 18th
February 1964 granted to CIBA LIMITED of Basle, Switzerland in
respect of an invention entitled "Process for the manufacture of
7-Amino-Cephalosporanic Acids"

AND

IN THE MATTER OF The Patent Acts 1949 and 1977

NOTICE IS HEREBY GIVEN that it is the intention of CIBA-GEIGY
LIMITED (formerly CIBA LIMITED) to present a Petition to the High
Court of Justice, Chancery Division, praying that the term of the
said Letters Patent may be extended.

AND NOTICE IS FURTHER GIVEN that on Tuesday the 2nd day
of October 1979 at 10.30 o'clock in the fore noon or so soon
thereafter as Counsel may be heard, CIBA-GEIGY LIMITED
intends to apply to the Court for Directions fixing the date of
hearing of the Petition and other Directions.

Notices of Oppositions to the Petition must be lodged not less than
7 days before the date above-mentioned at the Chancery Regis-
ters' Office, Royal Courts of Justice, Strand, London WC2. Docu-
ments requiring service upon CIBA-GEIGY LIMITED pursuant to
the Rules of the Supreme Court Order 103 may be served at the
offices of the Solicitors to the said Petitioner.

Dated this 26th day of June 1979

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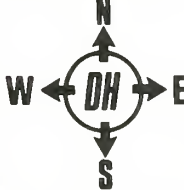
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